



TIP OF THE WEEK

October 21, 2008

Did you know that the term 'sabbatical' comes from the biblical practice of releasing slaves, letting fields lie fallow and forgiving debts every seven years? In the 1880s, Harvard began giving tenured professors one year off every seven to reflect, rejuvenate and publish.

It hasn't been seven years, but it is time for my weekly tip broadcast to take a sabbatical. No, I haven't run out of things to say, which will come as no surprise to any of you. It's just that, for a little while, I need to direct my focus in other areas of business.

So here's the tip. Jim Collins in his book Good to Great wrote about creating a "Stop Doing List." Sometimes in business working HARDER is not the answer. Working SMARTER is: getting perspective, focusing on your key objectives and deciding which tasks are most critical and which should be eliminated or delayed. And while your career might not support a "true" sabbatical, some of your efforts may require one.

To all of you who have been kind enough to subscribe to these musings, thank you. Your comments and encouragement have inspired and educated me, and I hope that on occasion, I've done the same for you.

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I'll be sending out a notice when we're back on the air again, and until then -

Good luck. Work **ON** your business. Stay in touch.

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