

Be Results Oriented

Unlike task management, results oriented thinking produces desired outcomes. This was something we learned over time. We had been reading books, educating ourselves on personal development and business. One book in particular, *The Power of Focus*, by Jack Canfield, Mark Victor Hansen and Les Hewitt, helped us to understand and apply this concept. We had been thinking in terms of writing down daily tasks and trying to get as many of those done as possible in a day. We then stepped back and looked at what goals we wanted most – our must-have goals. We fine-tuned our goals and decided on what we wanted to accomplish.

The book "Think and Grow Rich" by Napoleon Hill emphasizes the importance of focus and definitiveness of purpose. Napoleon Hill, who spent over twenty years interviewing and studying the richest people in the United States, tells us that one of the first steps to becoming rich is to write down what your focus and goals are and when you will accomplish them.

For many people, being results oriented is a change in their current thinking. For instance, just completing tasks is fine for the employee, but a business owner has to constantly keep the business running at a high level. This means that the business owner has to constantly focus on results and creatively growing the business. Focusing on results has to be accomplished daily. Results bring progress and with progress there is prosperity. With prosperity there is happiness and with happiness there is abundance. Results oriented focus eliminates those long task lists that produce small results, if any. Focusing on results forces one to become keyed in on what matters to produce those results. This is the way to rock your income forward and upward.

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