



STRATEGY 29

Consulting Time

<p>SITUATION</p>	<ol style="list-style-type: none"> 1. Assess your thinking capacity: Little, medium or big. Same with the people you deal with. Same with all things in your life. 2. If you earn \$500,000 per year you are probably in the medium category and your time is worth approximately \$2,000 per day. Convert this to benefits and it means you probably can't afford to work on little deals. 3. Maybe you need to eliminate everything that brings in less that \$10,000 per deal or benefits that approximate what that might mean to you.
<p>POSSIBLE SOLUTION</p>	<ol style="list-style-type: none"> 1. Don't spend your time on people or things that do not make you feel fulfilled 2. If you are dealing with a person who only has a capacity to think at a certain level, don't present to him/her things that are out of the stretch zone. 3. Present a \$10,000,000 package at a national or international marketing session and present a \$1,000,000 package at a local meeting.
<p>CONCLUSION</p>	<p>Use your time wisely.</p>