

Remove the Bottlenecks Now!

In physical terms, a single blockade of a key artery can lead to a heart attack and the death of an otherwise healthy individual.

Some years ago, James Fixx, a leading authority on jogging for physical fitness, one of the top runners in America, and in Olympic condition, dropped dead of a heart attack while running at the age of fifty-two because a single piece of plaque that came loose and lodged in his heart. James Fixx was an incredibly healthy man until one blockage was sufficient to end his life.

This same principle applies to business, careers, and one's personal life as well. One fatal flaw can cost you a lot, if not everything.

Identify Your Limiting Factor

In your business, for example, there are almost always critical constraints of "limiting factors" that determine how fast you achieve your goals. Not only can a constraint slow you down and keep you from achieving the sales and profitability you desire, but a serious constraint can bring your business to its knees. Identify what is holding you back and remove it.

Follow the Formula

You apply the process of constraint analysis to your business by following certain steps. First, you decide on your specific business goals. Make them clear, measurable, and time-bounded. Second, ask yourself, "**Why am I not at that goal already?**" What is holding you back? What is the constraint, choke point, or bottleneck that determines how fast you achieve the specific goals or sales, cash flow or profitability in your business? Write These Points Down and implement the solutions, need help? Seek those that can offer you insight right away. 2012 can be a great start to a new year of unlimited success in you business and your life.

Change Your Thinking, Change Your Life

"The best way to change your life and achieve success...in minutes"

Become a no-limit person! YOU can change your life by changing the way you think about yourself and your potential. YOU will open new doors to unlimited possibilities and put yourself on the road to a better, more fulfilling professional and personal life.

Bottlenecks Exist Everywhere

In every complex activity, from the production of a huge factory to the job of getting from home to work in the morning, there is a limiting factor or constraint of some kind that affects the speed at which you achieve your goal. This bottleneck or choke point determines how fast you get the results you desire, and it often determines the success or failure of the entire process.

1. **continued**

Incompetence as a Constraint

The constraint in some situations might be the presence of an incompetent person or situation that no one has the courage to confront or remove. It is amazing how many businesses get into serious trouble, or even go broke, because of the unwillingness to deal effectively with an incompetent person or situation.

Take Charge of Your Situation

Only 20 percent of your problems and constraints are outside of your business and your direct control. **Only 20 percent of your problems are caused by the marketplace, your competitors, or other external factors.**

This is not to say that important external factors may be limiting your growth and profitability, but the place to start looking for your problems is within your organization, before you begin to look outside.

Start The New Year With This

Assess each person in each key position. Are they competent and capable of doing what needs to be done for your business to be successful? You set the bar and be the key example for these people to follow. Be clear and concise with what you expect and have them acknowledge it. Show your concern about them as human beings, that you care for their success in their career and personal lives. Always lead by great example. The return will be exceptional.

Make 2012 THE BEST YEAR EVER!

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