



Business Builder

Tips & Techniques to Help Your Business Grow

How to Make a Tough Decision

In our business, we have to make countless decisions every day to move our goals forward. If you want to make better decisions, in business and in your personal life, try these tactics:

1. **State Your Desired Outcome.** Clarity is remarkably easy to find when you seek it. When a challenge occurs, immediately focus on the resolution. It can be as simple as “satisfy my customers” or as specific as “sign company X to an annual service contract.”
2. **Explore Your Choices.** List three different alternatives that can spur you towards your ultimate goal. These will serve as a blueprint from which your mind can develop exceptional answers.
3. **Listen to Yourself.** Take a breath and clear your mind of outside distractions. Know that no matter what, you have the ability to take a positive action, then let your intuition take flight.
4. **Take Bold Action.** Identify an action step you can take immediately to kick-start your chosen strategy. With each step you take, you deposit knowledge into your “tuition experience bank,” making the next step toward success easier.
5. **Do Not Obsess Over “What Ifs.”** Worrying about negative outcomes stresses your mind and diminishes your ability to trust your instincts. If you focus on preparing for the worst-case scenario, you will gravitate towards being reactive instead of proactive.

For more business tips, visit our website
www.wgra.net

