

## **Make More Money, and with Less Stress**

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### **Make More Money, and with Less Stress, even in the New Economy**

*Quote:*

*Keep away from people who try to belittle your ambitions. Small people always do that, but the really great make you feel that you, too, can become great.*

*Author: Mark Twain*

**Yes, it is possible to improve your business, and make more money in this New Economy, but the most important thing it is going to take, is the Commitment from you "TO DO IT".**

*Quote:*

*Commitment unlocks the doors of imagination, allows vision, and gives us the "right stuff" to turn our dreams into reality."*

*Author: James Womack*

**Do not worry** whether you have what it takes, because "YOU DO"; you just need to take the first step and commit yourself to it.

**First**, let's start with reducing Stress and Tiredness:

#### **#1 Distractions**

Is your workday focused on making money? Or, is your workday full of distractions?

**The way to keep your work day focused is by asking yourself throughout the day, "Is this making my business money or promoting for future money?; then this is Business, and I will keep doing it"; and if "not" advancing my Business, then it is Personal.**

*Quote:*

*"In reading the lives of great men, I found that the first victory they won was over themselves ... self discipline with all of them came first."*

*Author: Harry S Truman, U.S. President*

**You might be giving** 100% of your energy to your business without distractions but, let's do a little test:



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**Tomorrow**, designate 8 hours just for your business; then for the entire day write down everything you do.

Especially write down anything you do which is personal:

- A personal phone call
- A personal errand
- A personal conversation with a co worker
- A personal email
- Etc...

Also, make sure you write down the **time you started** doing anything personal, and the **time you ended**.

**This is not to make you feel bad because you have to take care of personal business; we all have personal lives, and important things that need to get done; we just need to "separate" business from personal, to create less stress.**

*Quote:*

*I'm serious when I do my work. I'm not serious when I'm home with my kids.*

*Author: Bill Gates*

Sometimes we think we are working more hours than we are; because our work hours are combined with distractions; like taking care of personal business, and talking to co-workers.

- **25% of the work day is taken up with personal distractions...**

**Now**, let's say you have done the 8 hour work day analysis, and you had 6 hours of actual time solely committed to your business; **this means** 2 hours or 25% of your work day is taken up with **personal distractions**.

This might not seem like a lot, but when this really makes a huge difference is when; **let's say you are at work from 9:00am to 7:00pm, and you feel like you are working 10 hours a day; but you are not making enough money for the hours you are working; causing you excess STRESS, and making you really TIRED and wore out.**

- 25% or 2 1/2 hours of your work day, is taken up with personal distractions, so you are only working 7 1/2 hours (but it FEELS like 10)

**It would be better** to schedule yourself 11:00 to 7:00 or 7:00 to 3:00, with only 8 hours of work with **NO DISTRACTIONS**.

**Then** you "WILL NOT" FEEL STRESSED OUT and TIRED; you will also **stay more focused**, which means **higher production**.

8 hours of **productive work**, is always **better than** 10 hours with **non-productive work**.

**Separate** business from personal, and you will have less stress, more energy, and you will get more done.

## #2 Education

*Quote:*

*It's what you learn after you know it all, that counts.*

*Author: John Wooden*

**Education** will make you better and faster at what you do; which means you will make more money with less stress.

And, you will stay excited about what you are doing.

*Quote:*

*To succeed in business, to reach the top, an individual must know all it is possible to know about that business.*

*Author: J. Paul Getty*

**Focus** on one thing you could do to help you with your job, something you know that could make you better and faster, so you could be more productive.

### **Example:**

**Learn** how to do Pink & White Backfills in under 1 hour

**Learn** how to use a computer program to keep track of your client information, for fast easy reference; this is especially efficient when confirming appts., doing special promotions, Birthday cards, etc...

**Learn** how to do a new service your clients would like, or would help you bring in new clients

Remember; **every job is a self-portrait** of the person who did it. Autograph your work with excellence.

**Once you have targeted** the one thing you want to improve on, then you need to get all of the **Education** you can possibly get on that one thing; then learn everything about it, **and practice** until you have it down.

- Hands-on Classes are always the best.  
I suggest taking at least 2 hands-on Classes a year.
- Take advantage of all the Free or low cost Education available today, especially with the internet, where you have endless education at your fingertips.
- Check out my "**Nail FAQ's by Topic**", where you can find everything you need to know about doing nails, and building your Nail Business.

**When you can do something better and faster, you will make more money (and have more FUN doing it).**

## #3 ORGANIZATION

**Organization** will make your job more productive, which means less hours at work; you will still be making money, but with **less stress**.

*Quote:*

*"Life is too complicated not to be orderly."*

*Author: Martha Stewart*

- **Remember: Just being busy does not count as working; but just being busy will make you exhausted.**

**Plan your day:**

Make your list at the **beginning of each day**, and check it off as you get it done.

Make sure to **separate** your **Personal** list from your **Business** list; this will help you make more money and give you more time with your family.

*Quote:*

*"Start by doing what's necessary; then do what's possible; and suddenly you are doing the impossible."*

*Author: Saint Francis of Assisi, on time management in 1200AD*

***With love,  
Tammy Taylor***

Matthew 17:20 ... I tell you the truth, if you have faith as small as a mustard seed, you can say to this mountain, 'Move from here to there' and it will move. Nothing will be impossible for you."

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