



My TOP 7 reasons why people don't Get Stuff Done

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Imagine If...

You were to share with me the massive load you carry on your shoulders each day! Think of the immediate relief and freedom you'll have! You might even be able to leave work early, getting home sooner to do the things you love with those that are most important.

"Weekends are for downtime, not business"
- Mark Bouris AM

I know throughout my own entrepreneurial journey that accountability increases activity, and activity increases opportunity - this is where you make more money! That is precisely how I can help.

By working together there's a big chance that you'll be happier at home, and not so grumpy. This new you means you'll see the world with greater clarity and better focus. You'll create better customer outcomes and experiences, delivering better products which solve more customer problems, all this by simply Getting Stuff Done (GSD). This will open new opportunities and place you in a stronger position to close more deals and get more business. This is when you make \$\$\$.

As a result of GSD, clients say:

- It's now easier for them to relax
- They enjoy the good times knowing I've got their backs and in their corner.
- I'm walking the journey with them, so they are no longer alone
- The ability to simply share their workload, talk about issues and review opportunities with me, is both reassuring and useful

Ten really good things might happen if you engage me as your Accountability Coach:

1. We GSD - To-Do's get smaller, no more broken promises and undelivered commitments to either yourself, and others.
2. You identify new ways to solve more customer problems
3. You close more deals
4. You make more money
5. You make stronger decisions after solid discussion and counsel
6. Your activity level and output increases. Accountability creates activity, activity creates opportunity
7. You'll leave work earlier maybe you'll be work free on weekends
8. More time clears the way to watch for the new Netflix series with the family.
9. You will reconnect and be present with those that are important
10. You feel more positive which correlates directly with your overall health (both physical and mental)

My TOP 7 reasons WHY people don't Get Stuff Done.

How many apply to you?

1. OVERWHELMED

You have too much to focus on so you give your attention to whatever yells the loudest.

Solutions:

- **Write it down** – Take the 'overwhelm' out of your head and put it on paper, where you can distance yourself from it a bit. Write down every task you can think of that you are worrying about.
- **Bite sized chunks** – Once you've done this, group your tasks and to-dos into larger chunks. Organising your to-dos into chunks will help you see your world more clearly.
- **Choose carefully** – Look at your chunks and prioritise your to-dos based on what makes you feel strong. Which ones do you love? Which ones are you actually looking forward to? Make a plan to do these first, and to find a small way to celebrate completion when you've done them. If possible, delegate to others who have an interest or expertise to offer. Others find, doing the above activities gives you strength and resilience to get through everything else.
- **Take action** – Action is the antidote to feeling overwhelmed. Just begin. Very often the simple action of beginning will alleviate the anxiety and stress that has accumulated.
- **Focus** – On the task at hand. Think about what you are doing rather than what you're not doing. Worry and time have have a special relationship. The more you have of one, the less you have of the other. Both are suspended when you simply focus on what is in front of you right now.



2. OVER AMBITIOUS

You try to get too much done in an unrealistic time frame. Cannot say NO.

Solutions:

- Review your schedule to see if you can actually accommodate that new deadline. If it places you under the pump say NO, delegate to others or reset the deadline so you can fit it in when it suits you.
- We ambition addicts have a hard time relaxing. Unscheduled time fills us with dread.

3. NO PLAN

You want to get a specific task or project done, but you are not in the right mindset to make a plan that will work. Some folks never create plans for anything.

'You fail to plan, means you plan to fail' is spot on. There's never a been truer sentence created.

Solutions:

- Whenever you plan, you plan to succeed. So, it is not a surprise that planning will eventually lead you to have better success and achieve a better position in the market, be it a brand or a product.
- If you are planning to succeed, the plan will include your progress as well as the best pathway to achieve the goal.
- When planning, I personally like to 'de-construct'. I find working backwards from my goal enables me to breakdown what's required, and place adequate completion times on all of the tasks and necessary steps.

4. PAST PROBLEMS

Whatever has stopped you from achieving things in the past is still present. Your monkey is still on your back, and you don't have a plan to deal with it – hoping it will go away, but you know it won't.



Solutions:

- Things don't disappear on their own. You need to make the commitment to "let it go." If you don't make this conscious choice up-front, you could end up self-sabotaging any effort to move on from this past hurt.
- In every moment you have that choice — to continue to feel bad about past history, or to start feeling good. You need to take responsibility for your own happiness, and not put such power into the hands of a past event.
- Now it's time to let go. Let go of the past, and stop reliving it. Stop telling yourself you can't do this. You can't undo the past, all you can do is to make today the best day of your life.

5. DON'T KNOW WHERE TO START

You don't know where to start the exercise, so you procrastinate and never actually begin.

Solutions:

- De-construct the goal or outcome desired, working backwards and breaking it down into small bite sized chunks.
- Idea gremlins show up and disrupt the soul without explanation. If you try to figure them out before it's time, it will only end in frustration. Instead, let them come. Let them dance. Let them turn over some tables. See what they have to say without demanding they have a reason.
- Get your ideas and everything that's spinning around inside your head down onto paper. Write out your ideas and thoughts.
- Circulate to others, listen to and welcome feedback and a different perspective.

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6. DON'T HAVE A BIG ENOUGH REASON

You don't have a big enough reason to get the task or project done, so there's NO true motivation to get the job completed. Typically, you'll move on to the next project while leaving this one unfinished because that project has a significant reason why you should focus on its completion and get it done.

Solutions:

- You need to reconnect with this project and understand WHY you need to complete this. Understanding the importance of the role in which you play and how your completion impacts others will remind you of the responsibility you have to play your part and not let others down.
- I can find lots of procrastination techniques to keep me from reaching the finish line. That's when I take a few minutes to visualise what it means to be finished with the project. Then I go push hard to power through and get it done.



7. NO ONE CARES

You don't have anyone to hold YOU accountable, so the deadline passes without any fuss, it's like no one cares. Yet if you shared the completion date with someone else, they would be checking in with your progress, assisting you to work through the awkward moments and help you get across that finish line to meet your date and time commitment.

Solutions:

- Sometimes you just can't do it alone. There is little glory in a solo failure, so swallow that pride and ask for some help. Sure you might have to return the favour some day, but that's what friends and colleagues are for.
- It also helps to bring in someone who hasn't been staring at the project for weeks. They may have ideas on how to complete the project better and faster.
- Engage an 'Accountability Coach'. I'll keep you on track so you keep those promises and commitments made to others and to yourself. I'll regularly check-in on your progress and timeline to ensure you are on track.
- I'm your man, so give me a call on +61 418-379 369.

'Accountability' is a powerful word, yet most don't know what it means

For most of us, that 'A' word sends a shiver up our spines yet most don't know what it really means, nor can they spell it correctly.

What we do know is that we must 'step up' and be responsible for something. Accountability means; delivering on a promise or honouring a commitment made to others and to ourselves.

You see, there is a difference between Accountability and Responsibility, they are cousins, but not the same.

Let me explain. You are responsible for things and you are accountable to people.

So it is essential that if we want to get stuff done we will need a person with whom we can work, someone in a central role to hold you to account.

To find this person, they need to have a proven track record of being able to get things done themselves.

"That is exactly how I can help" - Darren Finkelstein

Accountability increases Activity
Activity increases Opportunity





IT STARTS HERE...

UNBOXING SESSION

- Free and without obligation -

This session takes between 60 and 90 minutes, they are face-to-face in person with Darren Finkelstein and would typically take place at your office or workplace, providing you are located within the Melbourne metropolitan area. Otherwise, we'll use Zoom or Skype or you can come to my office. You must undertake an Unboxing Session prior to commencing any of my programs, sessions or forum.

If your located outside metropolitan Melbourne, my travel guidelines will apply and you'll need to arrange the meeting location. I'll gladly travel to you but you'll need to pick up my travel costs. It's pretty standard and everything is doable. My travel guidelines are outlined within my 'Rules of Engagement' on our website.

The purpose of the Unboxing Sessions is to assess if we can work together and look at what needs to be done. I'll get to know you a little more as we talk about you and your why? We will identify what needs doing; you will explain your business, your team, your clients and your priorities moving forward. Then we will set timelines for the completion of your priorities. You'll explain what's not working for you and what has. I'll give you a few tips and tricks along the way to assist you in getting stuff done.

If we are meeting at your location, I'll get to view your office or workplace personally. I feel this inspection is essential as it enables me to see and experience your environment. It also helps me to get a clearer snapshot of our road ahead and to better understand the world in which you play.

Our Unboxing Session is also your opportunity to decide whether I'm the right fit for you. You'll get to better understand my skill set and experience, you'll get a clear feeling of my energy levels and drive. Ensuring we connect is vital – our chemistry is important.

From this free session you will have clarity on three important elements:

1. Are we compatible, will this work?
2. What are your business priorities and what needs to be done
3. How long should you engage me to work with you, when can we start?

Let's get into this, there is a lot to do...

To book your session:

Email: questions@tickthoseboxes.com.au **Mobile:** +61 418-379 369



