



## The Health of your Business is *directly* connected to Your Health

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[MLJ International](#)

How healthy do you feel right now? When was the last time you felt *under the weather*? How frequently do you catch viruses or get sick to the point of needing anti-biotics?

People hear me say that their business will never be bigger than they are and your team will never be better than you.

Given the “tool” (your business) for your livelihood and the “tool” (your team) for your business are both restricted by the level at which **you** are at ... *How healthy are you?*

Have you ever had a sore back or seen something with one? How did the rest of your body feel when your back was out?

Same goes for your business ... and the people in it (your team and your customers, alike).

Let's take a closer look at your health, by looking for some key indicators, like :

- How spry are you in the mornings?
- How many times in a day do you lose your cool?
- How many times do you laugh aloud each day?
- How many hours' solid sleep do you get each night?
- How many vacations do you take each year?
- How many weeks at-a-time?
- Do you ever dread going to work? If so, how often?
- How much FUN do your employees seem to be having at work?
- How would you score your “worry” about cash-flow/debts/meeting payroll?

Did you know that the more FUN, including laughter, that you have ... in your business and in your Life Outside of the Business ... has a direct connection to the amount of profit you make in your business? Well, it does. My clients prove it. That's why my business slogan is

## Fun Has Never Been So Profitable

When a heating contractor was dragged by his wife/business partner to have an Intensive Coaching session with me he was so physically, mentally **and** emotionally drained that he couldn't even answer questions that went any deeper than “the struggles of the day.” At a certain moment I said “*If I were a doctor I know exactly what I'd be prescribing for you right now.*” His wife quickly reacted with “*We don't take medicine if we can help it!*”

My prescription would be a vacation ... immediately!

“But we just took our annual vacation in November,” and this was February. The vacation? 1 week. Every year, though! In their defence. I know many small business owners who take but long weekends (as opposed to every other month 2-week deep-sea-diving vacations with their luxurious 5<sup>th</sup> wheel, as another client and his wife now take, though they used to take long weekends and sometimes 5-day trips when we first met).

Well, the next day this heating contractor reported in with how that evening they researched vacation destinations, and rather than asking friends to join them, as they were sure they would, they just booked it ... for and a week-and-a-half later. So we had to reschedule our first follow-up coaching session to that ½-day Intensive! Music to *my* ears!

And in early May they took a 2-week vacation with both of their children ... and a friend for each one.

Then the long weekend that May became longer as they celebrated 3 birthdays in a group of 5 couples.

And in July their accountant was concerned because ...

***Their profits had TRIPLED between February and June 30<sup>th</sup> y/e!***

Why would their accountant be concerned? Because it was unusual for their business ... and accountants are conservative, so he was concerned that they must be doing something *wrong*. My clients took my training material to their accountant and showed him what they were not only learning but also ***applying***, which caused this quick growth. Their accountant was well aware of that expression that a client some years earlier had taught me : *Go big and go broke*. Their accountant was concerned that they were at risk of *going broke*.

Pretty much all the teachings we've had in our culture keep us small. We operate from beliefs ... most of which had never been experienced by us; we've just absorbed them from those who've gone before, and we don't even know how they came to have these beliefs.

I recently spoke with a man nearing retirement, who's looking for help for his 2 partners to successfully run his business after they finish buying it from him because one has been taught everything he knows from this soon-to-be-retiree and the other is his son, who has had the same teacher. Their main lesson? Precisely what he has done to build the business, what he believes ...

***Work hard!!!***

***'Cause hard work never hurt anybody.***

Now I'm not saying that we can have successful businesses without what people call *hard work*; but without a good dose of ***playing hard***, as well, we tire ourselves out; many burn themselves out ... and many, too many, become critically ill.

So look at your vacation schedule. I encourage you to increase their length and their frequency; if not triple them, like most of my clients do within the first 6 months we work together. Look at what you'd really *rather* do on vacations. Are your vacations FUN enough? Exciting enough? Thrilling enough? Are you taking time away *just for you*?

How about your children's (or grandchildren's) activities? Do you find yourself saying "*Maybe next time, Sweetie.*" so many times that they stop asking/expecting you to come? How does that leave you feeling?

When we take regular **FUN** adventurous trips we not only occupy our minds so that the business can't keep slipping in, but we're also recharging our batteries ... of energy and especially enthusiasm. By the end of a completely unplugged 3-week vacation we come back to our businesses with a clear mind that starts filling with fresh ideas ... exciting ideas.

You'll find that you, too, feel like **you're getting younger** ... every single day for the rest of your life; and that will have you looking forward to attending your children's/grandchildren's activities.

*Lynne Jacob has been helping owners of small & mid-sized business turn their self-employed CEO jobs into viable businesses that run profitably and healthily even when they're not there running them, offering her clients many more retirement options than simply hanging their tools in the garage and surrendering the leases on their vehicles & equipment.*

*Lynne's 7 simple yet Key Business Strategies can be seen at <https://mljinternational.com/work-with-lynne/training/>*

## **Fun Has Never Been So Profitable**

Contact Lynne today at 613-484-3861. Tell her you read this article and save 50% on a Diagnostic Assessment of your Business. Still comes with the 300% ROI Guarantee.