



Corsini's Point of the Week™

April 14, 2008



The Taxman Cometh

First of all, thank you for all of the emails we received on our POTW Presentation Series. It's always gratifying for us to know we are helping you do what you do better.

Those Presentation Points were just a sample of what we'll offer in our forthcoming book, *Do What You Do Better for Salespeople*, due out this summer. **It's a follow-up to our first book, and it's a hands-on, "how-to" guide to being a rainmaker year after year.**

That said; let's turn our attention to something that might very well be on your mind today. With taxes due tomorrow, **I thought this might be an appropriate time to look at one of our 7F's of True Success. I'm talking about Finances** (and building your financial legacy). Now, I'm not going to preach about establishing a budget, reducing consumer debt and the positive long-term financial effects of delayed gratification. But there's your gentle reminder.

Nope. Instead, let's talk about this idea of payments.

Tomorrow it's time to pay the "tax man." For most of us, there are many more payments than that due throughout the year. One day it's the credit card payment; next, it's the car payment. Then, it's time to pay the mortgage. The payee name changes, but the exercise stays the same. Pay, pay, pay. I'm reminded of the country music song, "Too Much Month At the End of the Money."

Of course no one wants to be in that situation. The opposite of that is living comfortably enough (and smart enough) that you can create a lasting financial legacy. **That takes planning, good decisions and discipline. Financial legacies are not established by chance.**

Here's the thing about financial freedom: **It impacts other important areas of your life such as Family and your ability to have Fun (another two of our 7 F's).** Ultimately, smart financial habits help you establish a financial legacy that has long-term effects on these areas.

Do you have a viable financial plan for you and your family? Maybe it's time to meet with your financial advisor. **Maybe it's time to follow a practical financial management**

QUOTE OF THE WEEK

"It is a good thing that we do not get as much government as we pay for."
— Will Rogers

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CORSINI'S POINT

The taxman cometh. Let him leave you with a reminder to live a financially savvy life. It's impossible to create wealth or establish a financial legacy living the "pay, pay, pay" model. If you want to create wealth, you have to have some type of feasible plan for the money you earn; then you need the discipline to adhere to that plan. Financial planning lets you build a financial legacy for your family, and, in the short run, it gives you the means to withstand emergencies and unexpected expenditures. It impacts other areas of your life like family and fun. Be smart about your spending. Start today.

Do What You Do Better™ Executive Workbook

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It's a step-by-step guide to more effective leadership in the office and a more satisfying life outside of work. Participants track their progress through the workbook during one-on-one, monthly Executive Coaching sessions, which also offer a confidential forum for discussing issues and exploring creative solutions.

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