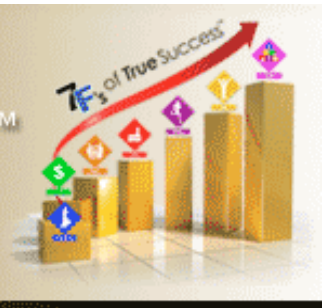
Corsini's Point of the Week™

September 28, 2009



Three Down and One (Really Important One) To Go

Part 1 of 3

This week marks the end of the third quarter in this working year. Hard to believe, isn't it? What might be even harder to get your thoughts around is this: **You only have 94 days left to achieve the goals you set for this year.** Truth is, there's plenty of time to do that—*and* modify your habits *and* do what you do better—if you use the remaining time wisely and commit to focusing on what you need to do.

Here's what I'm suggesting you do today: Set aside 15 minutes of your day, and **do absolutely nothing except for one thing. Pull out that document you created in January that detailed your goals for this year.** Read what you wrote then. Now, reflect on your year so far. I mean really reflect. Close your email, turn off your phones, be in a quiet place so you can do this—and only this—for a quarter of an hour.

We've talked a lot lately about actively listening, and **this is the time for you to actively listen to *yourself*.** (I know this sounds a little strange, but trust me on this.)

I also know, from my own coaching clients, that this year has not been a rainmaker year for many. It has not turned out to be a bell-ringer year for most. But given the economic climate, **can you say that you've done all that you could do this year to move toward your own version of success?**

This might not be your best year ever, but **have you done your personal best to achieve the goals you set back in January? Are you happy with your own efforts?** If your market is down maybe you can't create demand, but what you *can* do is enhance your skills, increase your expertise and improve your processes. You *can* develop your personal brand as an expert in your industry by writing articles, giving speeches, taking classes, etc. You *can* learn more about your clients in order to be a valuable advisor to them. You *can* position yourself to better achieve your goals for next year.

And you *can* start today. Go ahead and do it. Time is precious.

QUOTE OF THE WEEK

"Regret for wasted time is more wasted time"

— Mason Cooley

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CORSINI'S POINT

You have nearly 100 days left in this year. Take 15 minutes today and do absolutely nothing except figure out how best to spend them. Evaluate where you are in relation to your goals and your relationships overall (both in and out of the office). Review your goals, and consider your efforts. Are you in a better place today than you were 217 days ago? Are you a better advisor to your clients? Have you enhanced your personal brand as an expert in your industry? In other areas of your life, are you where you want to be? You have 94 days left in this year to make it a good year—no matter how dismal the environment seems. If we're really plugged into our work, then doing what we do better year after year is really what it's all about.

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