

# MAKE A DECISION

By Barbara J. Bruno, CPC, CTS

Your current bank account balance, home, education, possessions, health, and lifestyle are the result of the decisions you have made throughout your life. Decisions are at the heart of your level of success. Making wise decisions at critical moments will determine your future and can be difficult, confusing and even nerve-racking.

The important question here is what decisions do you need to make to achieve the life you deserve? It's easy to let the fear of making the wrong decision or fear of judgment by others prevent you from making decisions. Both are a sure path to unhappiness. When you look your fears in the face you gain strength, courage and the confidence to turn your dreams into realities. It does not take much strength to decide **what** to do, but it requires great strength and tenacity to actually do things.

Making decisions involves three primary steps:

1. Recognition of a need
2. A decision to change
3. A commitment to implement the decision

If you look at your year-to-date earnings and there is room for improvement, consider the following possible decisions:

1. Climb the ladder and place at higher levels
2. Upgrade clients
3. Manage your time better
4. Turn down bad business
5. Quit providing free advice to candidate you will never place

## Owners | Managers

If you review your profits and there is room for improvement, consider the following possible decisions:

1. Climb the ladder and have your team target higher level business
2. Hire additional peak performers
3. Take the responsibility of training off your desk... it is NOT best use of your time
4. Create the business you want to lead!
5. Embrace and implement CHANGE

Regardless of the current news and stock market, employers are hiring. They will hire from you or your competition. The decisions you make to position yourself properly will greatly impact your ability to achieve a higher level of success!

I'm sure you have heard of S.M.A.R.T. goals, which teaches that goals must be Smart, Measurable, Attainable, Realistic and Timely. I believe these same five words describe wise decisions. Your decisions should be Smart, Measurable, Attainable, Realistic and Timely.

Take time right now to make a decision that will impact your level of success. Then write down action items you will take and date them. Do this within the next ten minutes and you will begin to make wise decisions.

Owners | Managers if you need to hire but know training is not best use of your time, please view the Demo of our Top Producer Tutor ( [TPT Demo](#)), which can take the responsibility of training off your desk forever so you can focus on growing your business