

## *Who's Running Your Business?*

*Jeff Allen*

Or more correctly, which 'part' of you is running your business?

Is it Mr Confident, the Controller, Stress machine, Doubter, Mr Negative, Busy mind, Positive, the Driver, Time out, Visionary, or perhaps Ms Procrastinator? Do you recognize any of these characteristics? We may have dozens of these parts within us, which we can access and engage as required. ***The trick is to have access to these parts – as needed - so we operate more productively and more balanced in a busy world.***

I had a client we'll call Peter, a highly regarded Timeshare Sales Professional. He fell from grace as the number-one performer in his team and couldn't get himself back on track (no sales at all) despite all his positive conditioning. After four sessions, spaced weekly, I helped Peter get back to number one and stay there. What happened? ***Well, it wasn't about positive thinking, skill base or motivation*** (all of which are important). What the Coaching process uncovered was a part of Peter, which kicked in (unconsciously) without him knowing about it. You see immediately prior to this event he had a falling out with his superior, which led him to unwittingly engage the unwanted part – 'revenge'. Ok, I know this doesn't make sense – why would he sabotage his own income and prestige that was so important to him?

***Simple, we are all made up of many inner parts*** such as those listed above. In the workplace, while in your role as leader you may act very confident and yet in your private life you may exhibit doubt. Your staff may see you as a tiger while your Mother-in-law may see you as a pussy cat. ***All of these parts of us serve a positive purpose.*** Imagine taking on a Business Joint-Venture with no fear at all of the consequences – that could be very costly. In Peter's case, unfortunately, he simply wasn't aware of which part of him was running the show. ***He was looking outside himself for the answers.***

***In Business***, ideally we want to be aware which part of us (eg. the Fire-fighter) is running the show. Imagine you are driving a car and all those parts i mentioned in paragraph one above (and more), are sitting in the back seat. ***You, as the Master Controller call each one of them in to the front to 'drive' the 'car'*** as appropriate and as necessary. When you recognize the Fire-fighter steering the car you may invite the Visionary to take over command and organize needed systems to be put in place.

Remember you are the Master Controller of your own mind.

***Master your Mind – Master Success.***

Please feel free to discuss any aspect of this or other interesting topics. ☺

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