



DO BUSINESS FASTER™

Jim's Profit Accelerator 188 **Work Like a Teenager**

Apologies in advance to the many teens who are great workers. This is more about how they appear to old folks (say over 30) who are their relatives. Here's the point: A kid can be brilliant in finding the simplest and easiest and fastest way to do just enough so the job goes away. This is particularly true for jobs dreamed up by parents.

There are complete books on each of these three ways of working:

1. Simplest
2. Easiest
3. Fastest

Check it out on Amazon or your bookseller of choice if you wish. If these are so compelling that books will be published about them, perhaps there's something to them.

SPEED BUMP: Find the simplest way to solve the problem. Always.

This trio (SEF) might be a summary of Occam's Razor, the nearly mythical thirteenth century guide to success. It became a favored scientific method hack because it reduced the number of hypotheses that needed to be tested.

Okay, if you're not doing scientific method today, how about just doing things simply first? You can always make them more complex later. My guide to doubt is that any time something is excessively explained it needs investigation. Why would someone work so hard to make it complex, unless it wasn't quite what it appeared?

A second blessing of simplicity is that it makes the pile smaller. We work from piles, don't we? Inbox, meeting notes, PowerPoint decks (spare me), email attachments (what if we set our computers so that no email could have attachments?). There seem to be two kinds of us:

1. Doubters who must see every molecule for themselves
2. Leaders who devote themselves to choosing and developing competent folks

One is not necessarily better, but I'd vote for #2, because the people will do more and more of the work well (better than the boss); the boss will focus more on what matters, maybe because she/he can see it better; and everyone's pile will shrink, maybe.

If everything is moving faster, or seems to, or we think we should, then why not do it? Here's the secret to doing things faster: Do as little as needed and stop.

SPEED BUMP: Do as little as necessary and stop.

You may need to check to see if it's enough, but it almost always is if your goal is improvement, not perfection. No one likes a perfect person anyhow.

ACCELERANT: What task will you do like a teenager today?

For more information on how you can accelerate revenues and profits in your business, please call or email me.

A note on **SPEED BUMPS:** Use them to click quickly with an idea that can immediately be implemented in your life as a business leader. Think: "How can I use this today?" or "Who can use this?"

For more information, visit www.grewco.com.

Jim Grew, the Business Defogger and Accelerator, helps leaders discover hidden opportunities within their businesses and exploit them for dramatic results. Jim has led 9 businesses, worked in 31 companies at C-level, and is an expert in strategy and executive leadership. He presents regularly to industry groups, mentors business leaders, and shares insights in his Executive Letter (above). Jim holds BA and MBA degrees from Stanford University. In his new book, *The Other Side of Succession*, he shares how to plan for the future by growing your business now.

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