



DO BUSINESS FASTER™

Jim's Profit Accelerator 250 What Will You Learn This Week?

On our morning walk we saw a dog walking alongside a skateboard, across the basketball court in the park. Something didn't look quite right, and we finally saw that the dog was pushing the skateboard with one leg as it walked along. But wait, there's more! After a brief pause, the dog pushed the skateboard and hopped on, riding to the other end of the court. Still more: The dog figured out that the court was sloped enough to coast down, and then to walk the skateboard back up the slight incline for another ride. YCMTSU (you can't make this stuff up).

SPEED BUMP: If a dog can learn to ride a skateboard, what are you learning?

The cycle of learning usually moves from intense to comfort to coasting. Where are you in your cycle? I propose that a doorway to rich living is to continue to learn even as life happens to you. That means that the folks who say that troubles are a learning opportunity (besides being annoying) are right. The questions are:

1. Do you look for chances to learn?
2. Do you keep at it until you start to learn?
3. Do you choose what to learn, or just take the first opportunity?

SPEED BUMP: There is no age when we can't learn.

The people stories on social media and in the press are usually about surprising achievement, often despite age or difficulties. The challenge is to invite ourselves into our next learning situation even when it's vague.

I wrote two books after the age of 70, and the flood of learning is more than you want to hear about. I'm working on the next one, because I like to write, and I love to learn.

As a business leader, you are swimming in chances to learn, to try new things, and to expand yourself, your team, and the capacity of your business to thrive. The curse of financial measures is that if things are going well, it's easy to coast and enjoy the fruits.

SPEED BUMP: You can enjoy what you've done and learn the next thing too.

Of course, if you are constantly learning, your approach might rub off on your people too—to the benefit of them and the business. Why not?

ACCELERANT: What are you learning this week?

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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