



Inbox

Insights

2010 – It's not too late for resolutions!

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It would be very surprising if you did not make at least one resolution for 2010. And, it would not be surprising if, like me, you have already failed to keep at least one resolution. In thinking about this I realized that in business, like in your personal life, you can get second (and hopefully sometimes more) chances to make things right. The key is to recognize the mistake, double your efforts to avoid past pitfalls and keep the new resolution. The following are some resolutions that might help you in your business, your job and even in other facets of your life.

Make sure you know what is important.

I believe this is the most basic, but most important, of all resolutions. In a business this is generally done as part of a planning process when goals are set and you determine the actions needed to meet those goals. Losing sight of what is important (your goals) leads to mistakes and oversights. Recovering can take time and be a bit painful. Take time often to focus on your goals and make sure they are still the right ones. This may be easiest to accomplish if you schedule these times in advance and make yourself accountable to someone. Accountability ensures you won't keep putting these necessary reviews off.

Set goals and check in on them frequently.

We all know we should have goals. Many of us may have them in our heads. Some may have them written down. And a few may even have a deadline attached to each of those goals. However, these goals are not very motivating if there isn't an established means to reach them. So, this year, write your goal(s) down, create a plan of attack and keep it in front of you. It will be a constant reminder of what you're working to achieve and that it's obtainable.

Take care of the people that matter.

This is another basic resolution that may apply to your employees, the people you love and your friends. This can be as simple as saying 'thank you' more often. As a business owner/employer, when was the last time that you thanked your employees for the work they are doing? As an employee, when did you thank your co-workers for their effort? It is a gesture that gets easier every time you do it, and it is always appreciated. There are countless ways to fulfill this resolution, and I can guarantee that if you do, you and the people in your life will be a lot happier.

Build relationships.

You can network all you want and fill your rolodex (or rather your Outlook Contacts folder, LinkedIn connections or your Blackberry) to the brim, but these efforts will be in vain if you haven't built relationships with all of those people. Some great habits to get into for the year are following-up with a note or email after seeing a contact, setting time aside for a lunch or other meeting, forwarding invites to events that your contacts would benefit from, and introducing them to other contacts within your network.

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Have better "Blackberry/Cell Phone" etiquette.

If you own a Smartphone, remember your manners and make a point of knowing (and remembering) when it is appropriate to check your phone, when to mute it and when to keep it put away.

Keep learning.

Thinking you know it all is dangerous. Every day provides us with new learning opportunities. Make time and take time to keep learning and get better at what you do or enjoy. Not only will you learn a new piece of information, but you may just build some great relationships along the way.

This list could be much longer, but the key message is that resolutions are not something you make only once a year. Things happen every day that can affect us in life and business and give us the opportunity to make new resolutions that will improve our lives or our business.

Make 2010 a great year!



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to better reflect our services!