

SERVING WITH BALANCE BY CHALISA HAGAN

“Balance is not something you find – It’s something you create” – Jana Kingsford

This is truth! We have all heard it said, “God First, Family Second, and Career Third....So, how do we stay balanced in our business and how do we manage our time to keep God at the top and not disregard our family but also not use our family to disregard what God has called us to – WORK & our Business.

I would say it is harder to seek for a balanced life but rather we should seek to focus on a balanced day –every day. Does it take FOCUS? YES!

Being a great jewelry lady isn’t having the right outfit, the right nail color, or even the “RIGHT VERBIAGE FOR YOUR STYLE SESSION”. You don’t have to get everything right every day. It is the little things done consistently day in and day out with your business and your calendar that will keep you headed in the right direction.

Let’s use the acronym **FOCUS** today, in regard to balance in our

Premier business –

F stands for “First” of Your Day

How about getting your day started off right with prayer, a short time of focus (meditation), and or Bible study? Either way this rejuvenates your mind and sets your heart and spirit down the right path. Here are some excellent tools to I love to use: “Miracle Morning”, First5 App, Jesus Calling, or listening to a motivational book on audio.(Audible)

I love this quote, how about you?

“WORK LIKE IT ALL DEPENDS ON YOU & PRAY LIKE IT ALL DEPENDS ON HIM” - Mary Kay Ash, Mary Kay

So, start your day the right way!

Second, start to be a checklist maker. Okay, maybe you aren't a checklist kinda gal but did you know it is easier to stay on task when you have a list to work from for your day? Break it into categories for your life, family, and business. You can further break it down into:

MUST DO, SHOULD DO, COULD DO

Remember: “YOU CAN DO ANYTHING – BUT YOU CANNOT DO EVERYTHING” – David Allen

What your calendar looks like today will impact your business for the next 30, 60, & 90 days. Ever wonder why Premier is genius and offers QUICKSTART 6, 9, 12? So, get up and get your day started right, make a list, and focus on what your calendar/business needs.

Next let's look at the letter

O – this stands for ORGANIZATION & OPPORTUNITY

God didn't build us all the same ladies. Getting, being, and staying organized is essential to a balanced business. Organizing your office and space creates a more relaxed mindset and a “want to get to work” attitude. When your space is decluttered you are able to be more efficient & effective with what you need to accomplish. Do you have an office? How about Office space? No matter what - you need to have one space that you consistently work in and everything for your business stays all the time...you physically go to this place to get to work. This keeps your brain sane. FOCUSED. Before I had an actual

“OFFICE” – I created office space in a cabinet that held my desk top computer at the time (my catalogs, invitation materials, catalogs, envelopes, hostess pkts, receipts, filing system). So, you see you do not literally have to have an “OFFICE” but a said space in which you consistently work and have everything you need. Whether it be on the computer desk, your downstairs table, but by all means get focused, organized and GET YOUR space. Looking back some of my highest retail years were achieved working out of my “organized” computer cabinet 😊 When you have an organized office /space it creates the ability for you to get to your calendar and see what you need to work on without the clutter holding you back. Do you have a system of organization or is your organization just flying by the seat of your pants? I am going to encourage you for the next bit with a few tips on how to save time so you are not constantly “stressing” with the ability to keep your life, calendar, and Premier business balanced.

Here is a good TIME SAVER AND ORGANIZATIONAL TIP...Always keep 20 hostess packets premade. Make them up with same contents every time. Do not constantly recreate the wheel or take added time each time to recreate in order to prepare packets. Use the same materials for at least a year. Be ready to go, so each and every time you go out the door they are ready in your show bag and you don't have to snatch and grab putting them together and lose part of your hair that day 😊....Trust me a habit of mailing isn't good either – Gas, Postage and Time is Costly – Save time and YOUR MONEY.....Prep packets ahead!

Next time saver tip:

Give every style partner/hostess their packet and catalog upon booking. Be okay that you may lose a few catalogs here and there. Remember, time is money and also that added trip to the post office will cost you.😊 Work out what type of style session or event they would love to have once you have the date confirmed

and begin to excite them 😊. Then discuss things such as how will you invite their guests. Have a “FORWARDTHINKING MINDSET”. KEEP IT SIMPLE SISTER – KISS METHOD! Use the same invites each season (2-3 months). We do not have to mail 40 invites any longer. I encourage each style partner/hostess to give me at least 15 addresses of her closest family and friends and I will mail those invites (keep it simple, use the amazing invites Premier has designed for us on REDSTAMP – don’t recreate the wheel. I only change up every couple of months (2-3) and just change hostess and style session info. That is another tip for balance and success in your calendar and business - **BE DUPLICABLE!** I additionally setup a FB event for each hostess with same verbiage as an invite for every jewelry show/style session, etc. OVER AND OVER – GET IT? BALANCE! NOT broke don’t fix it!

Next Balance Tip: Don’t want to be overstressed about your calendar then bring balance to it with sharing the OPPORTUNITY and sponsoring. This is income when you are sick, snow storms come or life just happens. Creating a second income in Premier is the smart thing to do. Building a downline is what helps create the other income balance. Here is what I do...I share with every single hostess/style partner. Your calendar is perfect for scheduling these in. I have heard many say they don’t have extra time for scheduling these. Last year was a game changer for me in the vision of sponsoring. My amazing Premier mom cast the vision and I am learning. It doesn’t take extra time away from your family to share with every hostess/style partner. This “forward thinking” concept will get you OPPORTUNITIES in Sponsoring and grow your team. You need to be encouraging and coaching your style partner/hostess ANYWAY...So, take the time to share Premier’s video from your personal Premier webpage

with them or share in person before her show. WORK SMARTER NOT HARDER FOR THIS TYPE OF BALANCE IN YOUR BUSINESS. By offering Opportunity you see what Premier was meant to be: “sharing hope”. Nothing is better than OUR OPPORTUNITY.

Next the Letter C – Consistency

Consistency in your business and daily tasks keeps your calendar on track.

For me, this looks like, opening my calendar daily. Taking a look at what shows (use hostess info tracking sheets), trainings, and events for Premier are scheduled, as well as family time, ballgames, & special events for church, etc. Keeping in mind what my family’s financial needs are and for you it maybe the same or something different. I encourage you to write at the top corner or somewhere on each month of your calendar that you can consistently see - what you intend to achieve in your business that month. Have your sponsor help you look up what your AVG jewelry show is and your AVG profit per show. Take what is your need, for example, paying the mortgage of \$925.00...and if your average show profit is \$189.00 then you need to hold at least 4-5 jewelry shows/style sessions a month to reach that goal. I would always try to book 5-6 to be safe to prepare for postponements or cancellations and/ or start building a team and earning commission. So, what is your monthly need & goal? How about in 2017 making it a priority to write it down! MAKE IT VISIBLE! It is different for each of us. If you work without this in front of you – you will tend to lose sight of being consistent with your work effort each day, week, & month and just take whatever may come. A healthy calendar should be at a minimum of 4-5 shows and it is harder to maintain 1-2 shows a month than 4-5. I assure you. Especially, because you get “rusty” as they say – more

practice makes better presentation. I encourage you to give this a try over these next months and see. You can do this!

Be PROACTIVE not REACTIVE. By peeking in each day you are able to see what is on your calendar and what you are working towards. It also allows for you to make connection with your hostess/style partners consistently and the ladies today are training on many platforms to stay connected. I say if it communicates, use it. I love to use a series of text reminders leading up to the show. (*these are posted these on Tandy's website*) Just another small consistent detail tip.

Keep this quote in mind: ***"FAILING TO PLAN is PLANNING TO FAIL"***

Here is a tip from me to you.....if I have a flaky hostess (one who seems as if she is wishy washy to keep her date) – I double book ...one at 10 for brunch and bling style session at 4. If one cancels, then you have planned for success and are not left without a show dated on your calendar. This is balance.

Staying connected consistently as I was mentioning before is KEY. When you stay connected, you are on top of the postponements, cancellations, and bookings your calendar has or needs. STAY BALANCED.

Our next letter in FOCUS is – U is for UNPLUG.

Unplug yourself from your work for a time (not saying days at a time) but especially during dinner time shut your phone off, during family game night, or movie time out, or sporting events, your church time, picking up your kiddos from school. **TURN IT OFF – UNPLUG**. Your business will survive without you and this is creating balance in your

business. YOUR FAMILY NEEDS YOU, YOUR SPOUSE, and CHILDREN NEED YOU. Be as passionate about them when you are with them as you are about your sparkle and bling.

BE PRESENT – ALL IN AND ALL THERE!

What does this mean? Balance means its not always about Premier and not about family, or church. Without the Lord's help and your family's encouragement you wouldn't have a business. Involve them in your business. It means - When you are there - be there with your family...Make the time with them special, memorable. For our family that looks like special meals they love on family dinner nights, game nights playing some of our fav board and cards games. FACE TIME/TALK TIME/COUCH TIME is what is important to me/us. Unplugging is part of a healthy business and calendar. Schedule family dates and time just like you do anything else.

JUST BE THERE – ALL THERE!

Thank you to Premier Designs, it is because of them I get the luxury and privilege to take my guys to and from school and because of Joan Horner's encouragement at National Rally in her GEMS FROM JOAN talk to shut off the phones...listen to your children...find out about their day in the carpool line and at dinner time...your team and hostesses can wait...You will get back to them – but for the few moments you have your family's captive attention – soak it up! Best thing I ever did was take her advice and shut the phone off and be present for those conversations. At our home we work hard to not have CELLPHONES – during family time, dinner time, or on way to school while we are doing “life” together. It all can wait for just a while.

and before we go to the last letter in FOCUS the S

Just let me address the issue where family, children, sporting events, and more are used as excuses to not attend training events, rallies, and

such or even about working consistently in your business, etc. We are training on balance today....I encourage you to look at this business as you would your other job if you have one....Would your teaching career, nursing career, fulltime job of whatever kind love for you to say...well, I cannot be there today my son (which I have 2 heavily involved in sports) has a basketball game and I just cannot miss his games. He has between highschool ball and AAU ball probably close to 100plus games but I must be at them all. 😊 I would be fired and have no job unless I was using all of my vacation to attend. Ladies, trust me, my boys were 2 when I came into this business and will be turning 15 next month. I GET IT! There have been things I have had to miss but guess what I have enjoyed their biggest moments. God has seen to that. But, they would tell you they are able to do what they do because I consistently work. I am teaching them consistent work ethic and follow through in everything I do. **THUS – BALANCE!** I have worked this business alongside my family, church, and other busy activities. It can be done. **EXCUSES** will get you **NO WHERE** but out of shows on your calendar and **OUT OF BUSINESS**. Remember your **WHY**. You do not have to be at every sporting event, every church function, every, every. My boys will tell you to this day, I am at 90-95% of their functions but because of my job and last minute changes to sporting events and how many they have, I cannot be at every one. I have missed seeing them in city swim qualifications, swim championships, basketball games, and yes just missed their **BLUE/WHITE Opener** scrimmage game of Freshmen year of High School. You cannot own your own business and be **EVERYTHING TO ALL PEOPLE AND BE AT EVERY EVENT**. But, be there when it counts – **ALL THERE** - for 90-95% and if you can more – then great. But, my boys know...I don't miss training (unless we have major illnesses and then that is what dad's are for ladies for those couple of hours), regional rally, or national rally. These are lifelines to your "balanced" business. Those that train remain and those who don't – **WON'T** – its that simple.

Well, that brings us to our **Last letter in FOCUS & that is**

S for: Simplify & Success

S is for Simplify. The main thing is streamline your processes. In 2017 for Success - Make them easy, duplicable and something that you enjoy doing. Don't make it so overwhelming you cannot or do not want to get it done. Find passion and share what you do....love your calendar and business enough to give it attention everyday...

Last but not least

Do what works for you but by all means just consistently do it.

I LEAVE YOU WITH HIS PROMISES...."Seek the Lord first and all these things will be added unto you." "Work willingly at whatever you do, as though you were working for the Lord rather than for people.

Remember the Lord will give you an inheritance as your reward...."

Have a great rest of your rally.