

## **Do my actions match my intentions?**

In my year end column I wrote about the importance of examining what stops you from moving forward and the tendency to resist taking immediate action to attain your goals. Please take the time to go somewhere quiet and answer the questions from my last column if you have not done so already.

I promised we would cover self limiting behaviors and how that dovetails into practice management. Procrastination and indecision are two very common culprits responsible for holding back a person from fully realizing what they most desire. Typically, fear is ever present in the background. Rather than dig deeper and take apart the self limiting behavior itself, I want to offer a tactical solution to foster action on your part. Let's concentrate on what you can do to circumvent any bad habits that are impeding your progress.

It all begins with intentions. Actually, allow me to restate that assertion. It all begins with written intentions. I contend you write your intentions and not your goals. Intentions are more about desire and what you want from the heart. Goals are tactical and serve as guideposts to arrive at where you want to be. The distinction is a fine one and potentially life changing.

In order to prepare you for how you can best identify your intentions, I suggest you ask yourself the following questions:

What do I want most to accomplish in my daily life?

What am I willing to do to get what I want?

What can I do immediately to make this happen?

How can I ensure that my behavior each week matches my intentions?

Write your intentions down and read this document daily.

The lesson to learn here today is that intentions must drive your behavior. It requires a vigilant and constant awareness of asking yourself repeatedly throughout your day - do my actions match my intentions? If the answer is no and you are very serious about what you want then get comfortable with reversing your direction on the spot. This speaks directly to the issue of self limiting behaviors. Do not procrastinate and push it to another day. Do not agonize over a course of action. Make your decisions with conviction. Take immediate action. You will begin to see the results you desire.

As financial advisors, when armed with good, solid information we have a strong level of confidence in proceeding with our advice for clients. When it comes to practice management, that same level of confidence arises when our actions follow our intentions.

My previous column and this column both discuss intentions which fall under the realm of the softer side of business planning. I have deliberately encouraged the deeper self exploration for a reason. If you do not read it here it is not very likely you will stop the frenetic pace long enough to do this introspection on your own. My next two columns promise to be more nuts and bolts. I will cover where the rubber meets the road.

I leave you with some closing thoughts that will hopefully inspire you to put your intentions into action. Get in the habit of stopping for a moment to monitor your activity. Do you ever catch yourself doing busy work? Are you procrastinating? Make it fun to catch yourself in the act. Read your written intentions every day. Focus on them. Your thoughts will shape your actions which will ultimately produce your results. I wish you alignment between your behavior and your intentions. Have a great quarter!