

People Biz, Inc.

BUSINESS IS A GAME

As a business coach, on occasion I find it helpful to remind my clients to lighten up. I'll say something like "It's a game; this won't matter on your death bed." As business owners, it can be tempting to lose ourselves in the issue of the day, week or month. We forget that it is not a life or death situation. Okay, we could be on the verge of losing our business or maybe a really big account, but these are the moments that perspective may be our most powerful edge. Remembering that business is a game could give you the mental and emotional acuity needed to get you through the rough patches we all experience.

Let me say more about business being a game. Just like a game, there are rules, lots of them - your rules, industry rules, cultural rules, government rules, and more. In regards to keeping your perspective, your rules are the ones that matter the most.

I encourage you to sit down right now or schedule the time in your calendar to write your rules. Here are some rules that I recommend adding to your list.

RULES FOR THE GAME OF BUSINESS:

1. Play the game of business to win "as if" your life is at stake and then toss your head, smile and laugh when it doesn't work out.
2. Have fun whenever possible - smile a lot.
3. Keep your physical, spiritual, emotional and mental reserves full for the game by exercising, praying, reading positive books, nurturing your relationships and getting rest. Of all the rules, this is the most important. Would a world class athlete show up exhausted, spent and mentally unprepared?
4. Learn basic business principles in the areas of finance, marketing, organizational development, and operations. Then master the basics.

In business, we are essentially playing two games at once: the internal game (the real game) and the external game (the worldly game). The external game is your daily business practices and your business model. The internal game (invisible) is about being positive, having integrity, being focused; present and aware, expressing your vision and being mentally clear about what you want. As you can see, the rules I recommend are for both games.

The first three rules are for the internal game. Rule number 4 addresses the external game. If we play the external game and forget about the internal game, we will be reactive, experience stress, get stuck, neglect our bodies and our loved ones, and lose complete sight of the fact that it is a game after all. If we only play the internal game, and forget about playing the external game, we will neglect to master the basics of business and be very happy but unsuccessful in business. Unfortunately, I have noticed very few people have the latter problem.

So how do you start applying the principles above? I recommend that you sit down and write your rules for the game of business. You will want rules for the internal and the external game. Then create your ideal day, week, month and year on paper or in your calendar. You want to be able to see how a master would operate. This is your gap. Now what? Get a coach, mentor, teacher, guru, or whatever is right for you. After all while these concepts are simple, they are not easy.

About the Author

Alicia Marie, Founder and Managing Director of People Biz, Inc., has become a national leader in the field of leadership development. She founded People Biz, Inc. in 2000 with the intention of providing total personal and professional development solutions for individuals, teams and organizations. She specializes in creating customized programs based on desired outcomes that include learning vehicles such as training, professional coaching and consulting.

People Biz, Inc. is a leadership development organization that focuses on transformational leadership initiatives for individuals, teams and organizations. Their award winning leadership program "Leading Change" uses the fundamental principles of Transformational Leadership to not just talk about leadership but to develop powerful leaders.