



M-Level Systems: M-Guide **Reach New Levels: Save Time & Energy**

November 2007

Since we're so close to the end of the year, I thought I'd focus on the beginning of the year and **ALL THE CHANGES** everyone always says they are going to make but **NEVER** do.

Why does this happen?

Because most of us are too busy being busy. We have the best of intentions, although we get caught up in the rush of our businesses and lives.

But there is another **BIG** reason to consider.

You have no **SYSTEM** to handle **CHANGE**.

The problems and implications of not having a system for change are vast. You are always playing catching up, feel like the business is running you, and are without enough time to focus on what's important, personally and professionally.

Let's look at three common ways people handle change, keeping in mind there will potentially be overlap in different areas of the business.

Which one applies to you? Which areas of your business need the most attention?

Crisis Focused (CF): You are in and out of crisis mode, coasting without any kind of system. You spend a lot of time putting out fires, and wondering why the problem was not caught sooner.

Problem Focused (PF): You are concerned and usually implement short-term solutions or band-aid problems. However, your solutions are not directed at the root cause or eliminating future problems, so you often see them resurface again.

Growth / Success Focused (GSF): You have a focused vision, build on to what you know, and put it into action. You evaluate, strategize, redirect, and proceed.

The big difference between the Growth / Success Focused and the others is they have already made change a habit. They have imprinted a clear and effective system for handling change into their business and teams.

They don't have one crisis after another.

They have developed a system to handle change that allows them to focus on what's really important to them, whether it's driving revenue, creating new products or services, or enjoying the lifestyle the business has afforded them.

Why is this so important?

Because without a way to keep your business and team on track through an environment of change, your valuable time, money, and energy is wasted on reinventing the wheel everytime something unexpected comes up.

Then a cycle of problems seem to begin. The first of which is how do you begin to end the cycle? Where do you start?

Start with your mindset.

Transform your mindset from crisis or problem centered to growth / success focused (GSF).

Now go ahead and mimic the Growth / Success Focused business owner or team leader.

- * They make change a **habit**.
- * They are **prepared** for change.
- * They get **excited** by change.
- * They **grow** through change.
- * They **create systems** to handle change.
- * They imprint change as one of their most **effective patterns of success**.

The **BIG MESSAGE** here is to acknowledge where you and your people are in regard to the changes you want to make and to transform your business or team into one that gets extraordinary results amidst change or any other challenging backdrop.

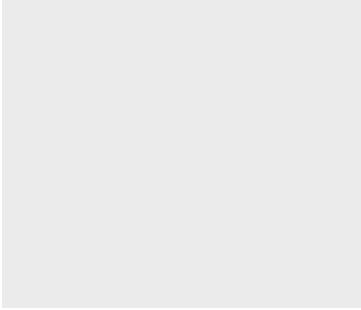
Get started with the changes you want to make with [The Action Track To Success Program](http://www.mlevelsystems.com/ActionTrackToSuccess.html). Click on the link below:

<http://www.mlevelsystems.com/ActionTrackToSuccess.html>

Best Wishes & Happy Holidays To You!

Cheers! Diana

P.S. Don't forget to forward this newsletter to your friends and colleagues.



Diana Keith, owner of M-Level Systems Consulting, has been helping to create high performance organizations and teams for eighteen years. See her website www.mlevelsystems.com for valuable resources, and programs to get better business results through your people. Get a free copy of her [Strategy Guide](#) to create your strategy for success.