

# No's The Word



**For some businesses, December was a quieter month than normal. But there's plenty we can do now in January that will impact massively on THIS new year.**

And there's one biggie in particular that will have a H-U-G-E impact on your business and your life this year IF you address it and take action now: Now is the time to say 'NO'.

Decide - and take action on the things that YOU should NOT be doing.

Use these first few days to say 'NO' to the things that suck your time and take you away from the big stuff.

And stop doing 'em.

**STOP doing the £10 an hour work in your business.**

Liberate yourself instead to do the £100, £1000 or even £10,000 an hour work that will catapult you forward in 2022.

Say 'NO' to the things you do that are way below your pay grade but which you do out of habit or because you've always done them.

Recognise the futility of dreaming big when your daily 'To do' list is full of all the little stuff - and say 'NO' to it.

Stop carrying on that way. Say 'NO'.

To make meaningful progress, somehow, somehow, you have to liberate some of your time - and now is the time to do it.

Say 'NO' to the things that are really holding you back.

The little things that get your time, your energy and your focus and that collectively squeeze out the big stuff.

Make your 'TO-DON'T' list - the things that you do that you shouldn't be doing.

It doesn't need to be a big list.

Just stopping 2-3 low value tasks that someone-has-to-do-but-it-shouldn't-be-you will make a massive difference.

Call David Ruddle on 01323 406060 if you would like to discuss marketing your business with thebestof Eastbourne

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## TOP TIP **TUESDAY!**



Delegate the things on that list. Outsource them. Eliminate them from your life.

Liberate yourself to spend time thinking and focusing on the big stuff that will really make a difference in 2022.

That's what it's all about...

**Come on. You can do it. Start 2022 with your TO-DON'T list. Today.**



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