

THE POWER PLAY

Weekly Insights for Family Business Leaders

THE PLAY OF THE WEEK

Stop Putting Your Family and Friends Last

I ask every new client what is most important to them in life.

Almost every single time the answer is the same. Family. Kids. Health. Friends.

Then I say, can I look at your schedule?

That is where the real conversation starts.

Because your schedule does not lie. And for most family business owners the people they love most are getting whatever is left over at the end of the day.

Which is usually not much.

I have never heard a eulogy where someone said I wish he had worked more. What they say is we loved when he showed up.

Your business should serve your life. Not the other way around.

GET ON THE ICE

Here is how to start putting the right people first this week:

- **Schedule one family commitment** you have been postponing — do it today
 - **Put your phone in another room** at dinner every night this week
 - **Create one non-negotiable** that belongs only to the people you love
 - **Remember** — you can always make more money. You cannot make more time.
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QUOTE OF THE WEEK

"Time is all you have, and you may find one day that you have less than you think."

— Randy Pausch