

Okay. Now you've got your future vision clear, you know the promised land you're looking to go for and that should be very motivational for you. You should start to be feeling a bit excited about that because now you're going to start to put a plan together today to start to move forward on some of those vision items that you'll make into goals.

And really, a vision doesn't have a deadline so much, not specifically. Generally speaking it does, but your goals do have deadlines and they're a lot more specific. And we're going to get to those later on. They'll come off your master dream list I would imagine.

Okay, now what we're going to go to is look at our current reality. And to do that, I want to look at using a tool we call the bike of life. Now this is a metaphor. One of the big things in the world today is work-life balance. And it's a concept that was often talked about. And with the event of COVID and so forth, that changed the world, people started to reevaluate what mattered most to them. And what is that balance between work and life?

Where do we find it? It's not always 50/50. That's a theoretical world. Is it 60/40, 80/20? It may be dynamic, a dynamic balance. But we need to be clear on what that is and get some things right. Here's a metaphor that I quite like, and I call the bike of life. And it's really about a bike that has two wheels, the back wheel, which is a business wheel and the front wheel, which is a personal wheel. That's the one that should steer. And this is the one that should drive. This is the one that gives you the power to be able to have the journey you want to have and steer where you want to go.

Unfortunately, what happens sometimes is we have them around the wrong way and we have the business wheel at the front and the personal wheel wobbles along behind, and it's not a very comfortable ride. We need to keep an eye on that and get this right. Now, we're the driver. And we need to make the decisions about what sort of journey we want to have and what direction we want to go in. And then we need to make sure, just like a 747 pilot, that we keep an eye on the environment to make sure that we are going forward in the direction we want to go.

And what they basically do is keep an eye on their dashboard based on their vision of where they want to go, the destination. And they decide if they're on track or not. And then they either continue or they adjust. And they tell me that most times 747s are off track because of what's in their environment, the winds, or other vehicles or other planes or whatever it might be.

That can be the case with us too. Now, what I'd like you to do is turn to page 11 and 12 and look at those two tools in there. Well, it's one tool. It's the bike of life. The two wheels, if you like. We've got the business wheel and if you're an employee, you're here as a key team member, you will have a workbook that's got the career wheel in it.

Now, you'll see also on the next page, the personal wheel. Now, those both in the center of them, have a whole lot of spokes. And between each of those spokes is some criteria that you might choose to measure the successful business by or a successful life by. Now, if there's some things in there that don't matter to you at all, you've got a couple of choices, because you're going to score yourself on each of these shortly.

One, you're going to ask yourself how satisfied am I with each segment? One at a time. And you're going to mark on the spoke on that segment, the score out of 10, how satisfied are you. Now, if it's not an area that's important to you, you might make it a 10. It's not a big deal. You're happy with how it is. If you want to change one of those criteria to something else that matters more to you, good as gold. Whether you feel is a key driver of your success in business, or in life, enjoyment in life, then change them. That's fine. But those indicators, now those suggestions, you can change them if you want to. I suggest you keep something in each of the segments. So otherwise, it muddies the waters a bit.

Now, what you're going to do is score. Get your colored pens preferably, and score from zero in the middle of the wheel, out to the end, which is 10. And you'll see a mark halfway, it's got five on it. Now, I want you to ask yourself how satisfied are you with that area of your life? And mark the score. Say if it's seven and a half, mark it on there.

And go through the whole of the two wheels on both pages. And then join the dots and color in the middle of the wheel inside the dots. And that will show you how round your wheel is. And imagine if that was a bike, what sort of journey would you have? Would it be rough? Anyway, where would be the parts that you want to put a bit more attention into, pump a bit more air into if you like, a bit more life?

And that's going to give you an idea of the key issues. Now, issues aren't always problems, but they're development areas, they're opportunities to improve, that sort of thing. At the bottom of your two pages, you'll see there's some boxes that say key issues. And if you can fill those up with the top three issues, then that will be awesome.

And later on, we're going to do something with those. But for now, we're going to start looking at clarifying and ranking by, if you like, the Pareto principle. We're going to say, "Okay, well, all those things matter, but which ones matter most?" If we put 20% of our time into those there, would they give us 80% return? And the other ones you don't want to do, which we give 80% of our time there, only gives us 20% of our return, that's not ideal. And that's Pareto principle.

He was an Italian economist that worked out that 80% of the wealth in Italy was owned by 20% of the people. He was also a gardener and he worked out that 20% of his seeds gave him 80% of his growth of his flowers and his plants and his vegetables. And that's a principle that seems to apply. 20% of our time gives 80% of our returns. And 20% of our customers could give us 80% of our problems. Now it works both ways. But if you want to do the scoring now first for us please, page 11 and 12, and then I'll come back and see you shortly.