

# Encountering problems in small business



The scenario: My business provides a wonderful service, and I see the potential as I grow my client base. But the road to riches is paved with roadblocks, landmines and potholes. I am tempted to give up sometimes. How do I know that I will "get there"?

Coach: Harvey Smith.

Smith

There isn't a person that doesn't toy with the idea of quitting. At those moments, remind yourself: *"If you don't have problems, you don't have business."* All business people encounter challenges.

Most of us are guilty of wanting it all and wanting it now. Instead, I suggest, regularly take note of what you have already accomplished. Don't be so enmeshed in right now that you lose sight of where you are headed. Remind yourself that planning, perseverance and patience are also keys to the success journey.

I teach clients a Success Equation for forward movement and business growth:

**Vision + Beliefs + Relationships + Actions = Success.**

Apply this to a job search. A business project. A start-up. It works across the board.

**Vision** is what "it" will look like when complete. Start with the end in mind; define what success is for you. Here's an example: One of my clients defines success as finding employees he likes being around, who are also competent, motivated and committed to their jobs. His vision of success also includes doubling his company's revenues in a year.

As a coach, what I observe over and over is this - without vision, work is drudgery.

## Belief.

Books like *The Power of Positive Thinking* or the latest best-seller *The Secret* tell us that our belief in a vision gives it wings. Without belief, we defeat ourselves. Is it physics? Metaphysics? Affirming what we envision is imperative to our success. If some of the world's most successful people say this intangible element is part of their success, who am I to argue? Or as I like to put it, if three people tell you you're drunk, lie down.

## Relationships.

Getting along with others is a success prerequisite. People skills may not be your strength, but you can learn. It may take some assistance from a therapist or coach. Albert Einstein said, "The significant problems we face today cannot be solved at the same level of thinking we were at when we created them."

You cannot go it alone, or with an unchanging set of intellectual resources. Our success

requires tapping our internal clients, such as family and employees, and external clients, our customers and friends. Relationships add resources for problem-solving.

## Action.

Now, make it happen. Set a plan that has specific action steps. Include a time line and benchmarks. Question what support you need from your relationships to help bring your actions in alignment with your vision and your goals. By having a Success Equation to follow, you can continually check in with your plan, and ask yourself: What are the next steps we need to take to create the success we deserve?

Harvey Smith is a small business coach, who does leadership & team building workshops. Harvey Smith is past president of the International Coach Federation, Charlotte Chapter.

Harvey Smith, Business Coach  
704-604-1655  
Harvey@carolinabusinesscoach.com  
www.carolinabusinesscoach.com