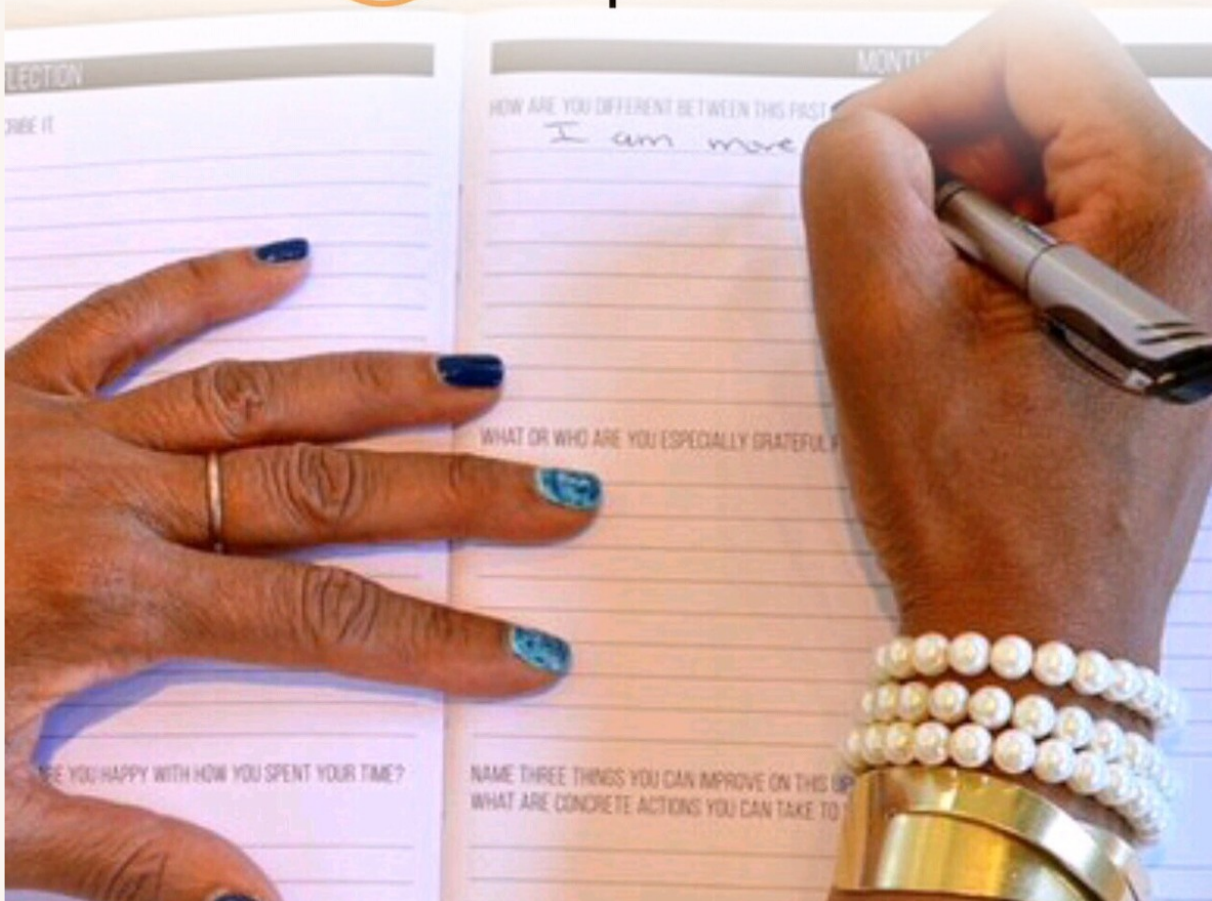


Hello

June

Chapter 6 of 12



What I Know Wednesday

Congratulations Family! You've made it Chapter 6 of 2018! You are the author of your story and what happens in the upcoming chapter is up to you!

As you begin to write this next chapter, I'd like to share **3 Tips To A Successful Month** I'm following to ensure a successful Chapter 6 and killer 2018!

Keep First Things First: New Month...New Goals. At the beginning of each month, there's some version of this floating around on social media, in tweets, texts and emails. Sure. It's a new month. Sure. It can be a great time to set new goals. However, I'd encourage you to reevaluate the goals you've already set for the year and quarter first. How are you doing with those goals? Are you on track as you planned or has the train derailed? The last thing you need is to add more to your already full plate, while still not accomplishing what you initially set out to accomplish. Timelines and deadlines matter. Don't over-commit and under-deliver. Just don't. It keeps you spinning your wheels, while your clients, teammates, family and others that depend on you are disappointed and dismayed. Trust me...this is not how you want your story to read. Always remember your "why" when you create your goals. When you feel yourself being pulled into different directions, refer to your "why" and your goal. Don't get so wrapped up in the small stuff that can weigh you down and keep you from moving forward. Remember: It's all about progress.

Network. Network. Network. I'm not sure how many times I should type the word to make it stick. Networking is not something that's taught in school, yet it's one of the most important unspoken rules you will learn in business. Successful and fruitful networking is like farming. Seeds are planted, cultivated and fed. Networking is not just meeting a lot of people and adding them to your list of followers and connections. Successful networking requires time and the relationship should grow over time. I read once "networking is to a career what Wi-Fi is to the internet". WOW! Powerful and so true! Most successful business people are masters at networking. It took me a while to learn "how to" successfully network and I can assure you, that unspoken rule has its truth. Before you get nervous, check out these **8 Secrets From Power Networking Pros**. Over my career, I've been blessed to meet some really awe-mazing people delivering transformational outcomes through their work and through networking. This year, I joined a faith-based group study for entrepreneurs. This entrepreneurial journey has been a bit more lonely than I expected and this group seemed a fit to help me grow in my faith, while being around women walking

down a similar path. Not only is this group of dynamic and talented women feeding my soul, they're helping me grow professionally by introducing me to new opportunities and resources. Talk about spending my time where I am being fed! What's even more rewarding is knowing my participation in the group is feeding them. If I miss a week, I know they'll ask me about it next time I'm there. They genuinely miss me and my input. As you start this next month, ask yourself who's in your Top 5? Are you planting fruit-bearing seeds or just butterflying around?

Love Yourself First And Enjoy The Journey. Take time for you. Schedule it, if you must. This is something I have had to remind myself of far too often. There were times when I'd be in my "zone" working and slaying my goals like the dragons in Game of Thrones. When I would finally look up from my laptop or notepad, I had missed meals, time with family or friends and lots of needed rest. Listen carefully...you are no good to anyone if you're not good to yourself.

We wear many hats on our journey. As a daughter, sister, mother, pharmacist, healthcare executive and all around goal-getter, there have been many days I've logged close to 20 hours of work in a day. Yes. I said 20 out of 24 hours I've worked in some way on some thing for someone, other than myself most often, more days than I can count. It's not something to be proud of or boast about. Sure. I got a lot of stuff done for a lot of people and organizations. Most were appreciative. Some always asked for more, with the more I gave. I am a very goal-driven high achiever. In the past, there were times when my health and relationships suffered because I just couldn't unplug and unwind. Family, neither of those two should be sacrificial lambs to any project, client or organization. I know. You're too busy to unplug or take some "Me Time." Before dismissing this tip, consider the fact that most powerful and successful people take vacations, unplug from social media and technology regularly. How do they do it? Check out this article see for yourself **how some of the busiest people find time to relax.** While you're out there slaying goals and helping others reach theirs, remember to put the oxygen mask on yourself first. It is only then that you can breathe life into people and places you are purposed and promised.

Lastly, when you write the story of your life, don't let someone else hold the pen. Maybe you need clarity and a plan. Maybe, you, too, are a high achiever seeking balance, while slaying your goals. I've been there and know what it's like to move so fast, accomplish major life-changing goals and still need balance and my oxygen mask. I reclaimed my pen and own my story. If you're ready to reclaim your pen and need help, let's connect.

With love and purpose,
Philecia

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