

Executive Coaching  
Re-Vitalization Consulting  
Business Development  
Research and Training



Doug Hall

### Useful Information Resources

#### Web Sites

Exit Planning -  
<http://www.exitplanning.com>

Travel and Leisure Ideas -  
<http://www.travelandleisure.com/>

Business Owner's Playbook -  
<http://www.thehartford.com/>

Forbes Online -  
<http://www.forbes.com/finance/>

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#### Books available from Amazon.com

Hoover's Vision, by Gary Hoover  
(2001) - This book is helpful in  
preparing your *personal vision* and  
for understanding the power of  
vision.

## Serving Owners, CEOs and Managers of Consulting Firms Since 1997

Valued Clients and Potential Clients:

This month my focus is on leadership - specifically the value and importance of your *personal vision* as a driver and motivator. (We'll discuss creating a vision for your business in a future newsletter)

Based on my experience, Owners, CEOs and Managers of consulting firms need to think about what they want their life to look like in the future - ten years is a good time horizon. Why? Because the odds for success for businesses are greatly improved when the leaders have the clearest, most specific *personal visions*.

Do you ever wonder why a few firms always seem to be considered the best at what they do? ....Why are these firms successful year after year?

I believe it's because the leaders of these firms are clear about what they want from life -- both personally and professionally.

These leaders are determined to live their visions. Their *personal vision* is a constant reminder of why they have to work so hard and make so many personal sacrifices. Their *personal vision* is a motivator, an internal fire. And, it is a source of inner strength to help them handle the most difficult business challenges.

A *personal vision* is not mystical. It's not drug induced. And you don't have to go to a mountain top in India to create one! Each of us has some sort of vision of how we see our future personal and professional lives. But for most people, the vision is hazy, out of focus, and probably in black and white.

Good leaders see their *personal visions* in detail, in living color, and without fuzzy spots. Their visions are built on passion and pursued with an enthusiasm that is contagious.

I hope the following ideas will help you fine tune your *personal vision*. Please contact me if you have questions or need more information.

Doug Hall (512-306-8444)

Ingredients for Your *Personal Vision*

**The 7 Habits of Highly Effective People**, by Stephen Covey (1990) - The chapter called "Begin with the End in Mind" says it perfectly.

**Leadership 101- What Every Leader Needs to Know**, by John C Maxwell (2002) - Take a look at the author's ideas in Part 2 - The Traits of a Leader.

**The Fifth Discipline**, by Peter Senge (1990) - Nice discussion of personal mastery, *personal vision* and shared vision.

**Think and Grow Rich**, by Napoleon Hill (1937) - An extremely popular and powerful guide for a successful life.

Your *personal vision* drives your future business plans and strategies. if you don't know what you want and need from your business, how can you establish meaningful goals or communicate your expectations to your employees?

Here are some ingredients for your *personal vision*. Perhaps these ideas will help you more clearly define what you want your life to look like in ten years.

**First - Look to your past.** We build our *personal vision* on a foundation of our own past experiences, education, skills, relationships, and expectations. Ask yourself, what are the things I have enjoyed the most?

**Second - Look within yourself.** What are you passionate about? What motivates and inspires you? What do you value most?

**Third - Look ahead.** What are your future wants and needs? Do you want to be doing the same things you are doing now in ten years? What is your definition of financial security? What is your exit strategy from your business? Will the return on your investment be sufficient to enable you to live your *personal vision*? What do you want to accomplish? What do you want people to say about you when you are gone?

For most of us, our business is the best tool we have for achieving our *personal vision*. If this is your situation, just make sure that you are pushing the right buttons to get where you want to be!

### An Example

A *personal vision* for a middle-aged professional might look something like this for the year 2017:

I will be healthy (specifics)

I will be financially secure (specifics)

I will be a recognized expert in xxxxxx.

I will continue working as a consultant from a home office.

I will have a vacation home in xxxxx.

I will be on the Board of Directors for a local non-profit.

My leisure time will be spent reading, fly fishing and playing cards.

I will have a collection of xxxxx.

-----Here's the challenge - **Will your business enable you to achieve your *personal vision*?**

Call me if you have questions or need a boost getting started.

Good Luck. Doug Hall

My Motto - "Less wear and tear and still get there!"

W D Hall Company  
PO Box 161656  
Austin, TX 78716  
512-306-8444  
[www.wdhall.com](http://www.wdhall.com)  
[wdhall@austin.rr.com](mailto:wdhall@austin.rr.com)