



THE ENTREPRENEUR'S GUIDE TO PRODUCTIVITY

A 5-STEP DAY PLANNER



Focus on "output" rather than "activity" or "input".
You can do the task, but measure the results to
see what's really important. That way, time is spent
on what generates the greatest return.

Ask, "What's the most you can do with the time
you have available? What's the most you can do
with the resources you have?"

Eight points.

1. **Set clear goals.** You can't measure output
without clear goals. Set them, and then
measure the results.
2. **Identify your resources.** You can't
measure output without resources. Identify
what you have available, and then
measure the results.
3. **Monitor your progress.** You can't
measure output without progress. Monitor
your progress, and then measure the results.

STEP 3

FOCUS ON RESULTS.

Entrepreneurs are often focused on the idea of "activity" or "input".
That's because that's what it is. Most entrepreneurs spend time and effort
on activities that don't necessarily generate the greatest return.

New business mistakes:
New business owners often focus 80 percent of their energy on
the wrong activities. Common mistakes include spending too
much time on marketing, not enough on product development,
and not enough on sales.



The Pareto principle, or 80/20 rule, is based on the idea of "value" or "output".
The 80/20 rule states that 80 percent of the output is generated with 20 percent of the
inputs, and 20 percent of the output is generated with 80 percent of the
inputs. In business, this means that 20 percent of your products or services
generate 80 percent of your revenue.

For entrepreneurs, the 80/20 rule means that 20 percent of your products and services
generate 80 percent of your revenue.

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