



REGAINING CONTROL OF YOUR BUSINESS

Miles Primrose, founder of Business Sight, discusses the benefits a business mentor can hold for your business.

ABOUT BUSINESS SIGHT

Often people say to me: "We will work on our business when we have some money." But perhaps the reason they have no money is because they haven't worked on their business. Do you use the services of a personal trainer when you are in shape or out of shape? Do you see a financial planner when your finances are in trouble or when you are financially free? The time to start working on your business is now.

A business mentoring service like Business Sight will help you discover who you are, identifying core values and understanding what makes you tick. By examining your strengths and weaknesses you will find out what has been holding you back.

As the founder of Business Sight, I will take you through the steps of building a great business using all the key disciplines that help owners find the path to business success and sustain it. I have worked with the Housing Institute Association (HIA), Master Painters, and the Australian Signage and Graphic Association. I have also appeared as a mentor on Channel Nine's, *Your Business Success* program.

My motto is, no change – no progress. Reward yourself and your business and take some real action today.

To receive a free Ebook on being *Emotionally Fit for Greatness*, email your name, mobile phone number and your biggest business challenge to mp@businessight.com

For more information, visit www.businessight.com or call 1300 187 233

 **BusinessSight**

"My business is taking over my life!" This is a complaint we frequently hear from business owners who do everything themselves; spending too much time working in their business instead of on their business.

They spend the majority of their time on the tools because they don't trust anyone to do the job as well as themselves.

By contrast, a successful business owner is one who takes the time to develop a business model which has them controlling the flow of their business. They have taken the time to identify business priorities and set goals and they always look towards the future.

Which type of business owner are you? Are you successful and in control, or are you controlled by your business? Do you start each job with the end in mind, or do you go from one job to the next and struggle to grow your business?

The first step to creating a first class business is to seek out a first class business mentor. There are a number of organisations that offer mentoring services and small business owners can often benefit from the support, planning and assistance a business mentor can provide.

A good business mentor is person with experience in your industry, who can act as a sounding board and provide advice and support when you need it. Engaging the services of a business mentor has a number of benefits for your business, including:

Sharing of knowledge and skills – you can gain real and relevant assistance from someone who is further along the path and has achieved success in their field.

Self awareness – a mentor can help you to become more self aware and challenge you to examine your choices and come up with your own solutions.

Gain clarity – discussing your business with a mentor can help you gain clarity on your direction, analyse decisions and improve your decision making processes.

Support system – a mentor inspires and supports, provides hope and celebrates your successes.

Achieve desired outcomes – working with a business mentor can help you to identify priorities, set goals and focus on the future.