Who or what do I blame for failure?

Amazingly some owners have very little clue to why they are failing or struggling. Justifications such as I tried this and it did not work so I tried that and it did not work. I am tired of trying different things that do not work and will not work. My area is depressed or my demographics are not the same as yours. My employees do not give a damn about me or my company. My bills are piling up on me and I have to decide what to pay today and shuffle the money to pay the other bills at a different time. I am sick and tired of being sick and tired. At times you want to slap their face off their head and try to knock some sense into them.

There is only 1 constant with any of the scenarios and that constant is the owner .The ideas given by organizations to help business do work. It will depend on the person applying the action to whether or not they fail or succeed. Have the intestinal fortitude that you will do whatever is necessary through hell or high water. Quit backing down and away when you are so close to turning the corner .Quit allowing disappointment and setbacks draw from your confidence draining it to give entry to your insecurities concerning your decisions.

Drown that bad attitude and change behaviors to include an attitude of success. I will not fail and I will do this in order to enjoy success. Frequently I think I can or I will try attitude prevents success from sneaking in a little at a time. The get up and go got up and went attitude must disappear and be replaced with I can and I will attitude that has iron in the words. A plan to get from Point A to Point B must be in pace and way y to travel to both points while still at Point A. Start with a clear concise objective and get buys developing the plan.

When economic times were good owners and operators of companies enjoyed some cash in their pocket and enough money to buy equipment. Poor business decisions in the past did not hold the same consequences as they do with the current economic situation. These same poor decisions are made today and yet owners are scratching their head and wondering what is wrong! I have done this in the past and it worked what could possibly be wrong. The definition of insanity is doing the same thing over and over expecting different results. It is time to do something new and expect different results.

It is time to put that silly ego and pride sliding it to the side or off the table. It is time to put your money where your mouth is and stop the lip service and actually attempt to make the changes that are necessary to run a business. Time to make cold hard calculated business decisions to change the way business is done today to how business will be done in the present and future.

One business owner actually stated it is time to put the sales books away and live in the real world. If truth be told it is the time to start reading and implementing sales techniques that you the business owner must start reading and implementing today. Whether or not you want to admit business has changed from what it used to be to a new way today. When we really decide to take a long hard look this is not a new way it has been around a very long time. The issue has been the horse blinders keeping you from seeing side to side and witness the change that has been in place since the late 1970's. Some people want to credit people like Frank Blau and George Brazil with the creation of flat rate, upfront pricing and straight forward pricing the truth of the matter it was in place prior to them and 14 other members in 1992 starting Contractors 2000 the following year. These people increased and ran with the idea turning it into an educational format to teach and train companies in the Plumbing Industry which has morphed into all phases of the service Industry trades and retail services since that time.

There ideas were to form an alliance and start training other owners in the industry to expect more from their companies, people, and themselves. We need more people like this educating business owners with the day to day business acumen that is necessary. The education and training is in maintaining overhead, how to set up a pricing structure, proper insurance, inventory control, hiring competent employees, and continuing education keeping up to date with inspirational ways to increase profits, business and marketing.

Today there are numerous organizations that have taken what Contractors 2000 offered and have invested time and money into teaching, educating and training other businesses. Now contractors have no reason not to ask for and receive guidance to help build a strong business. Many more companies offer sales training with a more individualistic approach. With the availability of the internet to every person much of this information can be gathered for free if you invest your time with discovering where it is and to implement the strategies. There is no reason to fail due to lack of education and knowledge. All any business must do is ask.

My father ran a company called Blum Plumbing Supply in Massillon, Ohio selling plumbing equipment to plumbing trades. He was helping his clients with their pricing back in the late 50's early 60's with the upfront pricing structure. He taught me to do the same with my plumbing company starting in 1978. We charged certain prices for the different the faucet repairs and toilet repairs, re-pipes, water heater installs and replacements. All quotes are prepared in same manner as flat rate with estimated times to complete the job. My father learned that from another fantastic plumber in the trades in Stark County, Ohio. This is nothing new.

For those people running business who thinks this is the new way; you are sadly mistaken. It is time to stop the excuses and start to realize the problem is not the system or systems. The problem is the person running the system. Start accepting that you are to blame and then you can fix the problem. The car door is open however the ride is not free. Be willing to invest your time to turn the tide and start enjoying a successful business. Stop waiting for the sun to rise and shine with hope that things will turn around. Before anything can turnaround an action must supply an avenue for a turnaround. Rarely does a sit and wait approach ever produce the desired results that should be the goal for every business. Stop trying to blame everything else for slow times, set backs or failure. It is not what got you where you are that builds character it is what you do to get out that will determine the character or lack of character.

It no longer is who or what I blame for the failure or lack of success but what; I will do to get back on the road to success. What are you willing to do in order to build a solid foundation to build a successful business? Is it worth destroying a weak, fragile and hurt ego and pride for a little while to build a stronger ego and pride adding to the confidence and security that drives a successful attitude? Who's to blame for success?

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