

Hello everybody. Dennis Engelbrecht with The Family Business Institute and the CEO Round Table Program for Contractors. Thanks for tuning into our Digging Deeper series. Don't forget to leave any comments or messages you have after you've seen the blog.

Today I want to talk about something I learned from one of our contractors. We were actually at an after hours meeting of one of our Round Table groups and their business development person was there, and it happened to be a lady who was a single mother with, I forget how many children, two or three children. And she was also their business development person.

So, I was very inquisitive about that because I thought, "Wow, business development people, they have to be at occasions like the one we were." Which was in the evening, and they have to be doing a lot of things after hours, and a very demanding job, and I was inquiring as to how she balanced all of that. And she said, "I try to be where my feet are." And I thought, "Wow!"

Now, we're talking a lot about in-depth construction issues there, but this is really just a sort of a personal effectiveness and personal wellness and job balance issue. That really hit home with me because I work on the road a lot and I work pretty hard, and I get home and I like to think that I'm giving my wife her attention when I'm with her, and my grandchildren their attention when I'm with them. But, when I'm working and when I'm with my clients, I feel like they deserve 100% of my attention.

So, since that time, I've really been thinking about being where my feet are, and I've found that it has really helped my effectiveness in each of these roles, and really thinking that maybe it'll help yours. So, if you can be 100% focused, particularly the relationships that you're with. It could be the owner in a job site meeting, if you're distracted they sense that, that sort of thing. But if you just try to live by that little credo, I think you'll find yourself being a lot more effective.

So, as you go forward, try to be where your feet are. Again, Dennis Engelbrecht, Digging Deeper. Thanks for tuning in.