

Our Handbook for Business, the Bible

The owner's role

Over the years I've seen too many owners squander their opportunity to achieve greatness because they didn't understand how to effectively lead a team or build & control a business.

An astute entrepreneur once told me, '*You cannot put a bow tie on a Billy goat*' – it's a crude way of describing an overworked, underpaid business owner that can't or won't change course and gets trapped in an under-performing operation.

My counsel for business owners:

You have THREE jobs to do...

You should ideally invest **70%** of your time working as a LEADER

...**20%** as a MANAGER

...**10%** as a WORKER.

IF you're struggling in business, chances are, your MANAGER time is about right at 20%; but the others are wrong - your LEADER time is too low at 10%; and your WORKER time is too high at 70%.

My advice for you as LEADER: Assume THE BUSINESS is your PRODUCT...

- To improve your product, first, improve you; get an understanding of what great leaders think, say and do; study God's Handbook for business; also, ask Him
- I suggest you allocate a day each week to work on improving the product you are responsible for, the business (for tradies, off-the-tools; for retailers, off-the-floor).

And for you as MANAGER...

- Start delegating your worker tasks to the team in a methodical and timely way
- Get your team to create a Systems & Procedures Manual with Job Descriptions documenting how every task is done the right way, by whom and when.

In time with your LEADER-MANAGER-WORKER jobs in the right proportion, you can build and own a great business.

The Bible, our Handbook counsel for today, Proverbs 22:29, Good News Translation...

"Show me someone who does a good job, and I will show you someone who is better than most and worthy of the company of kings"

Other Scriptures (NKJV):

Exodus 18:13-26, "...For this thing is too much...you are not able to perform it by yourself..." (v18)

Proverbs 11:14, "Where there is no counsel...people fall...in the multitude of counselors...is safety"

Proverbs 16:9, "A man's heart plans his way, but the LORD directs his steps"

James 1:5, "If any of you lacks wisdom, let him ask of God, who gives to all liberally..."