

BUSINESS SECRETS

CHAPTER 1

PLANNING

The person who fails to plan, plans to fail. Planning is an essential component when you are attempting to be successful in business. Planning provides you with a blueprint to focus on. It is a roadmap that **PREVENTS** you from being derailed by distractions.

It is a tool that empowers you to see the finish line before you get to the finish line. People who plan to get to where they want to go get there **FASTER** because they know where they are **NOT** suppose to go.

**KNOWING WHERE NOT TO GO IS AS
IMPORTANT AS KNOWING WHERE TO GO.**

HOW TO FINISH

Planning is the seed for finishing what you started. Luke 14:28-33 says, *" If you want to build a tower, you first sit down and decide how much it will cost, to see if you have enough money to finish the job. If you don't, you might lay the foundation, but you would not be able to finish. Then all who would see it would make fun of you, "saying, "This person began to build but was not able to finish."*

*If a king is going to fight another king first he will sit down and **plan**. He will decide if he and his ten thousand soldiers can defeat the other king who has twenty thousand soldiers. If he can't, then while the other king is still far away, he will send some people to speak to him and ask for peace. In the same way, you must give up everything you have to be my follower."*

This scripture highlights the **PURPOSE** of planning. The purpose of planning is to finish what you started and to stay on course with your original idea. It is easy to drift from an idol idea. It is easy to drift from a vague plan.

However, it is **NOT** easy to drift from a focused plan. There is a huge difference between a focused plan and a vague plan. People's plans **FAIL** when they are **VAGUE**. However, if their plans are **FOCUSED** they will **SUCCEED**.

TWO TYPES OF PLANS

A vague plan is an outline of what you want to do. A focused plan is a **STEP BY STEP** process of what you want to do. Proverbs 21:5 says, "*The plans of hard-working people can earn a profit, but those who act too quickly become poor.*"

Diligent people are attentive and persistent. They look at the **WHOLE** picture. Attentive people focus on the next **STEP** in the process, **NOT** the next leap.

This type of planning is time consuming, yet it is the most effective.

When you take your time to dot every “I” and cross every “T” you will be positioned to prosper faster. Here’s what I mean:

- People who create a product and sell it with premature malfunctions **LOSE** more money than they gain.
- People who build a business without protecting the legality concerns of their company will **LOSE** what they created in lawsuits.

Failing to be diligent in your planning will cause you to **LOSE** in business rather than win. There is a popular saying that goes like this. It is better to measure ten times and cut once than to measure once and cut ten times.

Business minded people who are **ATTENTIVE** in their planning endeavors always win. They are profitable, prosperous and progressive. People who are vague planners fail in their attempt to be successful. Their haste to finish their agenda increases costly mistakes.

Take your time to be **DILIGENT** in planning. It is wise to be patient in planning. If you take the time to plan, moving in action will be easy. A well thought out plan will be **MORE EFFECTIVE** and successful than a zealous person who moves in action.

PLANNING POINTS

- **DILIGENT** plans give you a clear direction.
- **DILIGENT** plans prevents you from being distracted from outside voices.
- **DILIGENT** plans help you to know what matters and what does not matter.
- **DILIGENT** plans empowers you to become accomplished faster.

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