

## How to Make Decisions

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Decisions, decisions, decisions! How often do you feel paralyzed into inaction by not making a decision, while feeling as though a heavy weight is on your shoulders? Having discussed decision making with clients many times recently, I made a decision to base this newsletter on the very subject!

One of my favourite books 'Think and Grow Rich' by Napoleon Hill, highlights the importance of decision making. Although about wealth, it is equally applicable to other areas of achievement. Written in the 1930's, it is very insightful and there is also an amazing story behind the creation of the book itself. If interested, let me know and I will forward the background on to you. Based upon 25 years of research, with exclusive access to 500 very wealthy individuals (including Henry Ford and Thomas Edison) the author identifies the process by which these people accumulated their riches. One of the conclusions was that:

'Every one of them had the habit of REACHING DECISIONS PROMPTLY and of changing these decisions slowly, if and when they were changed' . So, how can we get into the habit of making decisions promptly? I have found this simple questioning process obtained from Bob Proctors 'The Success Puzzle' as very helpful.

- 1. Do I want to be/ have, or do this?**
- 2. Does it take me towards achieving my goal(s)?**
- 3. Is it acceptable within any religious values that I may have?**
- 4. Will being/ having or doing this impact negatively upon the rights of others?**

If the answer is yes, yes, yes and no then make the decision and get cracking!

However just before you do, there is one more thing! It is easy to make a decision, while keeping your options open ie your decision describes your preferences or wishes rather than your commitment. Once a decision is fully reached, it should be a COMMITTED DECISION. And then, of course, the weight off your shoulders usually disappears!

Please let me know your thoughts and if you have any techniques that work for you do share them!

Wishing you success always,

Chris Cooper  
Managing Director

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