



## PROCRASTINATION IS JUST ANOTHER HABIT

We can all recall a time when we, or someone close to us, procrastinated. On the whole, it does not matter whether we procrastinate. Except. We may miss out on a career or life opportunity. But what happens when we procrastinate? Procrastination may be a consequence of worrying about worst possible outcomes, fearing we are not up to the task, not being interested enough in the task, or not being able to decide between several alternatives. Under those circumstances, it is very hard to find the time and energy to pursue the task. Under those same circumstances, we may find ourselves easily distracted by email, twitter, facebook, computer games and the like. We may externalise our frustrations onto other people or things that are then seen to block progress. At the end of the day, we don't know whether we would have succeeded, but we have lots of good reasons why we failed (and none of them are 'us'). But why do that to ourselves? We actually have nothing to lose by trying and we might even delightfully surprise ourselves.



Interestingly, procrastination is just another learned habit. Just like the automatic pilot we go into when we hop in the car to drive home from work. Perhaps we can take that automatic pilot and tweak it so that we form a new habit. One that involves proactive pursuit of our passions.

**Proactively Set Career Goals:** You can set a career goal that you are passionate about, something that you would enjoy filling your day with. If you were to visualise yourself 'there' in five years time, would it look, feel and sound good to you? If not, you might like to tweak that goal until it looks, feels and sounds fantastic. You can even keep tweaking it until it looks, feels and sounds amazingly better than fantastic.

**Pursue What's Needed:** You can then compare what things will be like when you have reached the career goal with what things are currently like for you. In making your comparisons, it may be useful to consider what knowledge, skills and abilities you would need to develop. You may also like to consider who could coach you.

**Link Passions To Existing Routine:** The easiest way to change the procrastination habit into a proactive pursuit of your passions is to link needed actions to existing routines (also known as habit stacking). Whatever it is, you may like to set aside five minutes a day to practice that skill, acquire that knowledge or develop that new ability. By linking activities to an existing routine, you will always remember to spend those few minutes a day on developing them. Within a matter of weeks, you will have an established routine that will put you on your path to success.

Before you know it, you will have reached your career goal. And, perhaps sooner than you think. So, what are you doing to proactively, pursue your passions today?

### OUR MISSION

To provide a professional service, using best practices.

### OUR MOTTO

- Be Proactive.
- Take Charge of Your Career.
- Look After Your Health.

PPP\*: \$330 per calendar year.

SEMINARS OF THE FUTURE\*: \$330 per calendar year.

We are bringing our newsletters to the electronic age. Please email us if you would like to receive CQ® and HQ® electronically. We also welcome your opinions, comments, thoughts, reflections and feedback on this and future issues of both newsletters.

You can book your place in one or more of our programs by completing the application form (see accompanying HQ®) or by downloading the application form from our website.

## QUICK TIP

Kindles are becoming more and more useful. You can download a vast range of fiction and non-fiction. Many of these books are cheaper than the print version. Others are free.

Now there is no excuse for being bored when waiting in queues. Just download a selection of interesting e-books and you can feed your brain instead.

## FOOD FOR THOUGHT

To be happy with our personal and professional lives, we need to be true to our own life purpose, our source of passion, our core values and what we consider important.

If we find that there are discrepancies between what we value, what we are passionate about, and how we spend our time, we may find ourselves feeling frustrated, bored, stressed or dissatisfied with our personal or professional lives.

So, why not start the year by taking stock of your passions, life purpose, your values and what's truly important to you. And, if you find you are far removed from them, be sure to put yourself on a path to return. So, what are you doing to be true to you today?

## MORE QUICK TIPS

We need 10,000 hours of coached practice to become excellent in our chosen fields. No wonder it takes 40 years to become an overnight success in the music industry (and every other industry).

## CONSULTING HOURS

Rachel is available for consultation on Mondays, Fridays and Sundays. Her colleagues are available by appointment. We are open every day except 1<sup>st</sup> January, Good Friday and 25<sup>th</sup> December each year.

## LIBRARY HOUR

The **RACHEL ABRAMSON & ASSOCIATES** library is open following our **SEMINARS OF THE FUTURE**<sup>®</sup> and **PPP**<sup>®</sup> seminars. It is also open by appointment.

## DIARY DATES FOR 2016

Monday's **PPP**<sup>®</sup>, Year 1, 6.00-8.00 pm

7 Mar Setting Up Your Business: What You Need to Know

21 Mar: Handling the Paperwork, including the GST

4 Apr: Processes and Procedures that Work

18 Apr: Determining Your Price and Fee Setting

2 May: Budgets and Cash Flows

16 May Marketing Your Business: Your Product

6 Jun: Marketing Your Business: Promotion Strategies that Work

20 Jun: Marketing Your Business: Getting Your Image Right

4 Jul: Marketing Your Business: Alternate Places for Your Product

18 Jul: Marketing Your Business: Databases for Your Business

Thursday's **PPP**<sup>®</sup>, Year 2, 6.00-8.00 pm

Weekly from 7<sup>th</sup> July to 8<sup>th</sup> September

**PPP**<sup>®</sup>, Year 4 Sunday intensives

Day 1: 19<sup>th</sup> June

Day 2: 17<sup>th</sup> July

Day 3: 31 July

July 24: Graduation ceremony. All levels. BYO hat.

The **SEMINARS OF THE FUTURE**<sup>®</sup> will be held in May and October in 2015. You can mix and match the three days, according to your diary. As always, our **SEMINARS OF THE FUTURE**<sup>®</sup> will provide you the most up-to-date career food for thought.

Day 1:  1 May or  9 October

10.00 Rewiring Your Career - The Theory

11.15 The Triune Brain, Amygdala and more

02.00 Basic Principles to Rewire Your Career, pt1

03.15 Basic Principles to Rewire Your Career, pt2

Day 2:  8 May or  16 October

10.00 Rewiring Your Career from the Inside

11.15 Your Boss is not a Hungry Tiger

02.00 If You Think You Can...

03.15 How to Make the Novel Work For You

Day 3:  15 May or  23 October

10.00 Rewiring Your Career from the Outside

11.15 Are You Showing Your Age

02.00 Rewiring Bosses, Colleagues, Stakeholders Clients and more

03.15 More on Making the Novel Work For You