



# The Demand Generation Return On Relationship

**Rachel S Tattersall**



## **The Demand Generation Return On Relationship:**

**How To Fall Back In Love With Your Business** Adrian Peck, 2019-12-19 The Entrepreneur's Journey A few years ago you started your business either on your own or with a business partner's. There's a high chance that you come from a technical background and are good at what you do. You started your own business with great plans and for a number of years it has grown well based on your sheer determination, hard work and passion. In time you have managed to get it over the 1m turnover mountain and you've taken on employees. So what's next? And this is where you've got stuck. The growth of your business has now slowed down, has plateaued or dropped back. Since you started, the business has changed considerably and you've changed with it. When you started out, you had a dream about how your life was going to pan out, all the things you were going to do. But the greatest challenge to you now is TIME. Where does it go to? You start every week with great gusto, determined you're going to smash that to-do list. Before you know it, BAM! It's Friday again. As the months roll by, you are more worn down and frustrated. Yes, there are some highs, but it's not what you really want, and you know you can achieve so much more. You start to look overly forward to weekends and holidays, and before long you've become an employee. You have lost sight of the reason you started the business, and in the words of Bob Geldof, you "Don't like Mondays." Life is starting to feel a bit like Groundhog Day: every week is filled with unwanted noise, and before you know it, it's the weekend again. You have started to become bored, easily distracted, disinterested, and have lost your mojo. If you haven't already, or you have but not quite realised that you have, you will start to fall out of love with your business. You have started to fall out of love with your business. How do you know? You've lost the passion and drive you once felt. You're bored and easily distracted. You blame the industry, the economy, your competitors, or anyone else. You're frustrated and stressed. But there's something else lurking deep inside: The Fear of Failure. Without knowing it, you've also developed a fear of failure. You're worried that you have built your business this far, and if you try to change it, it could all come tumbling down, and you will lose everything. So the best thing to do is to bury your head in the sand and pretend, hope, kid yourself something magical will happen, and it will change. How can I fall back in love with my business? You are not alone. All your feelings, challenges, and fears are a normal part of the Entrepreneur's Journey, and shared across most 1m+ growing businesses. Your strength now is to recognise the traits and signs mentioned above and do something about it. By reading and implementing the principles that I'm going to share with you in this book, your business will be easier and more enjoyable to manage. Through focus, better utilisation of your team, and by doing the things you enjoy, you'll achieve the aspirational results you desire and fall back in love with your business. Real results drive wealth, and in turn, you will start to live the dream that your hard work deserves. It's time to stop procrastinating. Only what happens, everything else you have to make happen. The Seven Steps to SECESS Strategy. Enjoy the journey; it's more important than the destination. Empowerment: You'll only achieve exceptional results through effective teamwork. Control Panel: Know what you want, measure, assess, and drive performance. Cash: Your primary goal must focus on generating

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