



# The Profits of Serious Focus

By Lee Milteer  
Millionaire Smarts® Coach

One huge challenge that all entrepreneurs share is staying focused. As a productivity and performance coach, I like to talk about managing life energy because entrepreneurs are the providers of jobs, services, and products; we wear many hats. We strive to have a strong business while maintaining a good family and personal life, meaning our responsibilities are massive compared to those who are what I call “civilians”.

For anyone who hasn't heard me speak, civilians are people who have jobs that are secure, who get paychecks, and who don't understand the entrepreneurial world. As entrepreneurs and business owners, we have a ton of responsibilities, which can be overwhelming. One of the big challenges that all entrepreneurs face is figuring out how to balance and manage their time and energy.



Let's get real about the things that distract us and keep us from making our dreams come true. The number one challenge entrepreneurs face is shiny objects.

These shiny objects are almost sometimes irresistibly attractive because they lure us into thinking that this new thing is the answer to

our challenges. We in general are very creative people so we are open-minded and there are new and better ways to achieve our goals.

We expose ourselves to a massive amount of information, seminars, and other people's materials. We are visionary because we can see ahead and imagine what is possible, which also makes us easily distracted by the shiny objects.

What we see in life is potential; we don't think about all the technical things and the work that goes into them because we are wired to be visionaries. We are also wired never to really feel satisfied, so no matter what we do, it's never enough. We are wired to feel like we can do anything with the right tools! Sadly, these shiny objects can lure us into false directions which can cost us first the important focus of currently how we are operating and moving our very powerful visionary mind into new possibilities.



For example, I've seen professionals who are successful businesspeople go to seminars and suddenly they're sick of their business and now want to be something else that seems to look more profitable and attractive simply because they are bored with what they have been doing. When they do, they start to neglect the business that pays their bills to the detriment of their core business.

After coaching many business owners, I find that after the honeymoon period is over with the new shiny object, they become disenchanted with their results and totally give it up. Sadly, now they have wasted a ton of valuable time and resources. I always advise people if you are bored with your current work, it is really up to you to find a new product, service or offer to your hard earn existing business so you can keep reaping the rewards of years of effort and time you have already invested. Shifting your focus off your current business means in the long run it will start to decline due to you taking your eye off

the business. It would be better if you sincerely felt you were done with your current business to build it up and sell it. Don't allow yourself to become bored of your current business since there are many ways to reactive your passion and interest in what you are doing now. Stick to what you know and do best, and you will be more successful in the long run. Don't chase shiny objects because as Benjamin Franklin said, "time is money."



Steve Jobs, the founder of Apple, had a question he would ask himself, which would keep him on track, clear, and on purpose. In his commencement address at Stanford University, he revealed that he looked in the mirror every single morning and asked himself: "*If I die tonight, will I be glad that I did what I am planning to do today?*"

Ask yourself that question daily and if the answer is no, change the plan. Steve Jobs was obviously a very visionary person, and again, this goes back to being aware of what enlivens you and what depletes you. For me personally, I ask what I call the Steve Jobs question. It keeps me on track and away from the shiny object challenge!

Another important reminder for staying on track is to have and if need be, create new goals that are so compelling that other things simply are not on your mind as solutions. It's crucial that you are a student of Entrepreneurial Time management skills so your any boredom with what you are doing is easily ignored as a whim and you do not let yourself wander off course.



As a business owner, you aren't on a civilian's time schedule and managing your time without setting priorities is like shooting randomly and calling whatever you hit the target. This kind of time management is not going to bring you the results or profits you want.

All high achievers plan their work and then work their plan. They are most aware that Luck is being prepared to take advantage of situations that come up. I want to emphasize that before you do anything, the state of your mindset and having a clear plan are both crucial.

Face it, if you are bored with your existing business, bring some new blood in, find ways to market to a new audience, update and improve the current business that you have.

Don't forget you are the owner and that means the buck stops with you so optimally you can hire someone to run your business and you oversee it. We are all artists in the fact that every day is like a blank canvas, and it is always up to us to activate our own creativity by finding hidden or not before now available opportunities to expand our current business!

There are four fundamental positions you can take to immediately attract wealth, rather than chase it:

1. The quality of your personal philosophy. How much time are you upgrading your knowledge about the trends happening right now and how you could be capitalizing on them?

2. The quality of your thinking. Are you connected to outside Council who can point out where your thinking has gone wrong and can help you focus again on your main objectives?

3. The quality of your behavior. Over time most people allow the external world to influence them in very detrimental habits such as instead of focusing on your business you are wasting time on social media, or now taking short cuts or you have taken your focus off your core business altogether and are focused in on unimportant, unpredictable, unprofitable actions and behaviors.

4. The quality you create in whatever value you exchange for wealth in the world. As a business owner you cannot count on your team to determine the value you are creating you must take charge of always seeking to improve your products & services. If you drop the ball and get sidelined with other projects and take your eye off the Golden

Goose sooner or later that lack of focus on what is really important will show itself in lost customers, clients or patients.

I challenge you to remind you to make a firm decision that you are going to reinvent your passion, curiosity, and commitment to your existing business. Remember the days you woke up so excited, well it's a matter of you taking charge of your own inner thoughts about your business. If you are telling yourself the grass is greener somewhere else or how much you dislike your team or customers, you are destined to experience disappointment and dissatisfaction. You are a self-fulfilling prophecy so wake up to the consequences of your own thoughts and self-talk. Only you can decide that you have the power to fall back in love with your creation and enhance it and your future with new mindsets, attitudes, and decisions.

Ask yourself daily: How can I activate my own enthusiasm and commitment to reimagining my creation (my business) so I am happy again.

Do something daily that allows you to recommit to your core business if nothing else than I am going to build it up again to make it attractive to sell!!

**SPECIAL OFFER JUST FOUR YOU:** Hello from Lee Milteer! I want to share with you my **VIP Personal Vision Quest Retreat Days** which are held in Virginia Beach, VA at my personal Beach Home as a personalized, customized retreat. This retreat is for all individuals who want to gain clarity and direction, learn to Activate the Magic, bring passion back into their lives, release the baggage of the past and activate a new more rewarding, prosperous, and fun future!

During this very personal and private spiritual and practical retreat, you will shift your energy into a higher vibrational frequency to set new vibrational frequencies, new course of action, intentions, and inspired goals for your future that match with your inner desires and use your true inherent talents, strengths, skills, and experience. Keep in mind all inner and external success must be an inside job first!

But that's not all. While all PERSONAL VIP VISION QUEST RETREAT DAYS are unique, with an agenda entirely tailored to your personal needs and requests to bring you into a state of clarity with an action plan to give you peace of mind, some things you can expect from our time together include:

- You'll clear out the old fear-based energy that has been blocking you from your own personal power to see and know the direction you want to focus your life energy.
- You will uncover an increased confidence that you can and will manifest the future you truly and deeply desire.
- You will gain the ability to examine and eliminate the BLIND SPOTS you have currently that are blocking you from your soul's purpose and your true natural self.
- The real you will receive full permission to come out and play!!
- You will experience a shift in your energy, into a higher vibrational frequency to set new vibrational frequencies, new course of action, intentions, and inspired goals for your future that match with your inner desires giving you the ability to use your true inherent talents, strengths, skills, and experience.
- You will reclaim your Passion and Purpose, while discovering what (energy fields) current blinds spots are leaving you feeling low on energy, lacking enthusiasm, short on passion and missing direction in your life.
- Together we will create a new plan for 2023 and beyond that will enliven, upgrade, and transform you, and your business with more purpose and profits. It is time to release old baggage, pain, regrets, and disappointment to truly become the revitalized new you.
- STOP WAITING to know your soul's calling and take action!



Does this sound like exactly what you are missing? Are you ready for a transformational vacation? Do NOT wait to book your **VIP Personal Vision Quest Retreat Days with Lee Milteer**, there is a very limited number of spots available and they are filling up quickly! Get more information or to book yours today, e-mailing us as: [assistant@milteer.com](mailto:assistant@milteer.com).



Lee Milteer,  
Millionaire Coaching Program,  
Professional Speaker & Author  
<http://www.milteer.com>



**25% OFF SALE!**

Use Code: **SPECIAL**

*Unlock Your Destiny*

**SPECIAL CLIENTS ONLY!**

**VIP Personal Vision Quest Retreat**  
**with Lee Milteer**

\*Coupon valid after application accepted and approved.

Lee Milteer is a Performance and Productivity Coach and the founder of the Smarts® Coaching Program, and **SUCCESS Smarts® CLUB** for Entrepreneurs. Lee is a Best-Selling Author and Award-Winning Professional Speaker and Business Coach. She has counseled and trained more than a million people throughout her career. You can Book Lee to speak at your virtual or live events or leverage her Intuitive Business Skills to achieve your big Life Goals by signing up for private Business coaching. For more information visit our coaching web page at [www.milteer.com](http://www.milteer.com), or email [assistant@milteer.com](mailto:assistant@milteer.com). As A bonus to the members—We will happily let you test Drive and get a free month of the Brand-New Millionaire Smarts® CLUB by emailing our office at [assistant@milteer.com](mailto:assistant@milteer.com).

# Find Out If A Vision Quest Is The Right Move For YOU!



<b>Item</b>	<b>1-10</b>
1. Currently I have clear goals and a Vision for my and Business written out	_____
2. I am clear about my core passions and values	_____
3. I feel confident I am currently enacting my life's purpose	_____
4. Currently I have my life under control and enacting on what is most important to me	_____
5. My current life aides in the progress I want to see for my future	_____
6. I have a clear plan for the next year	_____
7. I have a clear plan for the next five years	_____
8. I know what would be meaningful and fulfilling for my life	_____
9. I have a clear plan to create that meaningful thing in my life and future	_____
10. I feel like I am between two paths	_____
11. I know that I have a shift coming in my life	_____
12. I need to make a big change in my future	_____
13. I have thought of a plan for the changes I need to make in my future	_____
14. I can fund the lifestyle I want	_____
15. I have already gained the knowledge and skills I will need for my future	_____
16. I really love the work I do	_____
17. I have a plan for where my work will take me in the future	_____
18. I have planned at least a year in advance for my career/business endeavors	_____
19. My business practices allow my work/business/career to run smoothly	_____
20. I only spend time doing what I consider to be the best use of my time currency	_____
21. I have reached the maximum income potential in my field	_____
22. I have developed the necessary connections to achieve my business and personal goals	_____
23. I have released anything that is holding me back	_____
24. I earned my current level of success, and it is the most successful I can be	_____
25. My life fulfills me, and I do not wish for anything more	_____

## CHALLENGES/STRUGGLES

What are the three top challenges that you are struggling with right now?

What are the three things that you want right now that you do not have yet? What is stopping you from getting each one?

Describe three major sources of stress, frustration or unhappiness that interferes with your productivity and robs you of peace of mind: