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Taking Advantage of Your Unique Abilities



Everyone has a unique ability. Most of us have more than one. The problem we have is that often we spend our time on doing things we are competent at, but not a star at. If we could spend more time on things that we're a star at we would be more effective and efficient in both our business and personal life.

How to figure out what our unique ability is

The first step in understanding unique abilities is to know what yours is. You can do this by looking at your daily activities. Those activities that feel effortless are the ones you are probably better at than anyone you know. After you have a general idea of what your unique ability is you might want to try some of these personality profiles. These can help you either confirm or question your unique ability area.

Kolbe Index www.kolbe.com - This profile measures energy units you have for different activities. Those who have high energy in different areas will often have unique abilities that go along with those energy areas.

Financial DNA www.financialdna.com - Although this instrument is used primarily to find investment profiles, it is also very useful for looking at what your hard wired activities are in life. These hard wired activities often give you a clue as to what your unique abilities are.

DISC - We use this program to help us find unique abilities in Clients we work with. This program helps you understand your behaviors and what makes you unique in your organization.

Combining the personality profiles with your intuition will help you develop a grid for what your particular unique abilities are. The next step is find out how much time you actually spend doing unique ability activities.

Establishing a baseline

Now that you know what your unique ability is, its time to find out how much of your day is spent on unique ability activities. If you own the business you work in; understanding the percent of time you spend on unique activities becomes crucial to your long-term success.

I suggest that you keep a log of your daily activities for the next two to three weeks. At the end of that time you will want to look at each activity and see how many of them are unique ability activities. You will also want to look at the items that fall out of your unique ability and find what percentage of those activities could be done by others.

The goal with establishing whether your time is on unique or non-unique ability

We believe that a successful wealth management relationship starts with clarity of purpose.

Before embarking on any plans or strategies with our Client, we first seek to develop a clear understanding of your personal and financial goals.

We then work with you to select and implement strategies that will help you move toward your goals.

activities is to gain more time for you in pursuing your unique abilities. The more time you spend on unique ability activities the more successful you and your business will be.

What about the non-unique ability activities

Often we spend time working on non-unique ability activities because there is no one else in our organization who has the ability to do them. We often coach our Clients to hire a key person who can take over these activities. This will free you up to do what you do best and often the person you hire will do those non-unique activities better than you ever could.

The end result is not only will you and your company be more profitable, but you will have more fun at the same time.

We at Stage 2 Planning have been trained in several of the profiles mentioned above. We would be glad to have a discussion with you about your own particular unique abilities and how you can take advantage of them. If you have an interest in learning more, please give us a call, we would love to help.

Warmest Regards,

Stage 2 Planning Partners

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