













Increasing our productivity and value of our output is crucial to moving up the stages of the Million Dollar Plumber Model...



Being more effective is all about Leadership of self so we can lead our team...



How Does a lack of time affect you and your plumbing	
company?	
Sharpie, 1994	
Frances laws	
"I'm getting so frustrated Working too hard and not making	
any progress.	
What am I doing wrong I need to manage my time better $^{\prime\prime}$	
The state of the s	
c artvol?	
Feel out of control?	









C	lear head & laser li	ke focus
464.88/16	Kenth	
Commen	71	



Growing profitable business great lifestyle	
Growing profitable business in growing	
and City	
"Planning my weeks and getting help with the low	
"Planning my weeks and getting help with the low value tasks has saved me 8 to 10 hours each week. I'm able to spend more time working on my business and I feel so much more in control." Adam Ballinger	
Adam Ballinger	
-t challenge	
What is your biggest time management challenge right now?	
Shappie, Piller	













	Urgent	Not Urgent		
Important	► Crises ► Pressing problems ► Firefighting ► Major scrap and rework ► Deadline-driven projects	II ➤ Prevention ➤ Production capability activities ➤ Relationship building ➤ Recognizing new opportunities ➤ Planning ➤ Re-creation		
Not Important	III > Interruptions > Some calls > Some mail > Some reports > Some meetings > Proximate pressing matters > Popular activities > Some scrap & rework	IV > Trivia ➤ Busywork ➤ Some mail ➤ Some phone calls ➤ Time-wasters ➤ Pleasant activities		

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Not Important	III > Interruptions	IV > Trivia

















































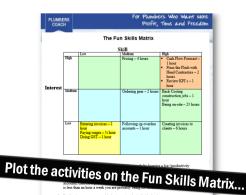




How Productive Are You?

ame: Jerray	Task		Te
6:15 To Office	12:45		
6:30 Check 1-6 c.	- s/s 1:00	1	Ш
6:45 Checking Co		Ti	Ι
7:00 Bank Accou	unt 1:30	Lunch	1
7:15 Talk with gy	1:45		Ι
		Tomphone Rothon	
7.45 Call Richard	Herris 2:15	106 2 Winster	Ι
800 On Phone with		- build.	Ι
8.15 Chattery with	Pam 245	I Incar to Office	Ι
8:30 T	3.00	TRan or invaine	
8.45 Invoices	3:15		
9:00 Invoices	3:30	1 Cuppa.	Τ
9:15	3:45	TRuine	Ι
9:30	4.00	1	
9:45 Cuppa Tea.	4:15	Plane Call.	Ι
10:00	4:30	TPaine .	
10:15	4:45	1, ,	I
10:30 Onsite at	Resthand 5:00	Telled with James	Ι
10:45 Project.	5:15	T.	Ι
11:00	5:30	Pricing	Γ
11:15	5:45		Ι
11:30	6:00		Γ
11:45	6:15	Off Home.	Ι
12:00	6:30		Γ
1215 T onite at	6:45		I
12:30 Mashes + h	tak 7:00		Т







	Plumbers Default Diary						
	Mon	Tue	Wed	Thu	Fri	Sat	Sun
6.00am	Organise Guys / Job Cards	Organise Guys / Job Cards	Organise Guys / Job Cards	Organise Guys / Job Cards	Organise Guys / Job Cards	Family Time	Family Time
7.00	Tool Box Meeting	Pricing	BNI	Working On Business Time	Meet with Scott		
8.00	Office - Invoicing				Office - Invoicing		
9.00			Pricing		Sites Visits /		
10.00					Sales Visits		
11.00							
12.00pm							
1.00	Follow Up Quotes			On tools for small jobs	Organise Next Week / Tidy Up		
2.00	Sites Visits						
3.00					Gym		
4.00	Gym				Оуш		
5.00		Rugby Practice with Sam					
6.00							
0.00							



















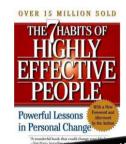






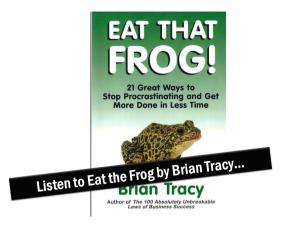






Read the Habit 3 (pg. 155 – 191) in the 7
Habits of Highly Effective People...











Next TimeProfitable Jobs Version 2.0	
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