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Obstacles definition in business

October 4, 1996 2 min read Opinions expressed by the associate entrepreneur are their own. 1. Come to the decision maker. It doesn't matter how good your presentation is if it's made to the wrong person. Everyone has the power to say no, whereas only certain people can say yes. If the accountant or office manager can't approve the payment, just spend your time and theirs. Find out who has the approval to pay you and get to them as quickly as possible. In some companies, the decision maker can be an accountant, while in others it is the owner.2. Ask questions. The goal of collectors in asking questions is twofold - to find out when and how you will be paid, but also, in some cases even more importantly, to find out why the account is delinquent. Recent research has shown that 35 to 50 percent of delinquents are caused by system problems (whether human or computer) not because of a slow-paid customer. Don't let your bills drop because you haven't been able to find cracks in the system.3. Make a presentation based on what you've learned. Collectors should use the information they have collected to put the customer into one of several species and make their presentation based on this. Customers are different, and the reasons for their delinquency are also. Maybe the buyer doesn't think you're important enough to pay right now. Maybe he's not happy with the product. Put this information to use and customize access.4. Determine who should do what and when. Once you understand each other during the collection process, repeat the understanding and ask, 'Is that correct?' After responding in the affirmative, you schedule to call and follow on the calendar. If you call too early, you'll irritate the customer. Call too late and send signals that you're timid or disorganized. A certificate followed by precise tracking of the labels is expert and tells your customer that you are serious. On large payments, offer to have an overnight payment download service, or ask someone to call to confirm mailings. This instills urgency and allows you to accurately beice tracking. (Atlanta Small Business Month) The opinions expressed by the associates of the undertaking are theirs. I'm sorry, I can't get to that right now, I'm too busy. I'd love to, but it's been crazy busy here lately. I've never been busier in my life. Busy. This is perhaps one of the most commonly used words in the English language. Probably in any language. Busy. Oupado, where are you. Availability. Occupat. Occupatus. Beschäftigt. Uptagen, uptagen. Busy: he's busy as a personality. We all have it, and we all think we're the busies. I find busyness a relative term - we all think we're busy and we all think we're the busiest ever. Busier than ever. Busier than what we've ever thought imaginable. Admit it, you're thinking about how busy you are now. I know I did. Related: How to prioritize And the truth is that is in the eye of the beholder. I think I'm the busiest person in the world, but so are you. My parents think they're busy, my kids think they're busy, like all my colleagues and clients. And you know what, we're fine. We're all busy, based on our own definition of busyness. For me, though, I realized that being busy was really about priorities. He's busy prioritizing what you want to do and what you absolutely have to do. Have you ever noticed that no matter how busy you are, you can always squeeze in something else if it's important, urgent or mandatory? You can always squeeze in one more thing, despite it being the busiest ever. Related: How to prioritize when everything is a priority/ hear people keep saying they're too busy to exercise. I go to the gym every morning at 5:30 and I think I'm pretty busy. But I squeeze it in because it's my priority. Writing blog posts is a priority for me, no matter how busy I am. When my (now grown-up) kids need me, suddenly I'm not that busy. They're a priority, so I'm releasing myself. However, busyness is not only about prioritizing, but also productivity. Have you ever noticed that you get the most done when you're actually the busiest? When you're on the move, you're done more. When you finally find some time to relax, it's hard to get into gear at that point and do anything. As my father always says, if you need to do something, give it to someone who's busy. When we're busy, we go into high gear. We multi-task. We're simplifying. We're checking things from our work list. Remember the principles of physics - an object on the move tends to stay on the move? It's called busy. Related: To succeed as an entrepreneur, focus on the 5 Golden PrioritiesSo the next time you find yourself in connection with using the word busy, stop. Instead, say you're prioritizing and trying to be as productive as possibleBusy is just as busy after all. Starting a business is hard. It's even harder when you look at creating a company that operates internationally. In a recent interview with Chris Folayan, founder and CEO of MallforAfric, a global e-commerce platform that allows Africans to buy goods from the US and UK, I asked Chris how he overcame obstacles in his company. Not missing a beat, Chris replied: I don't know of any entrepreneur who hasn't failed at one time or another. The problems I created early on not only provided the momentum to create a solution, but were necessary because they paved the way for my future successes and made me truly appreciate it even more. Realizing that obstacles are something people face regardless of the work they start, Chris shared 4 of his deepest insights on how to overcome them and move forward:Finding a solution to the problem is the first step in building a successful business. First you become aware that something has gone wrong, and then you begin to understand. Folayan founded his company MallforAfrica on that assumption. Chris had been traveling from the U.S. to Nigeria for years with suitcases full of goods his family wanted, because they couldn't buy items online. U.S. merchants refused to send to Africa.During one of his last trips to Nigeria, Chris tried to bring 10 suitcases with him and was turned down by airlines for exceeding the limit. Recognizing the hugeness of the problem and the need for a solution, Chris built a system that now allows Africans to buy goods from over 150 retail stores in the US and UK. While it's an uncomfortable situation to find yourself in, don't shy away from critiquing yourself and your team as it's an integral step in building and maintaining a successful business. Understanding what could have been done by a better will(a.) Help avoid repeating the same errors.b.) Provide insight into how to improve.c.) Allow you to be better equipped next time. The more you think and/or experience problems and how to solve them, the more you train yourself and the people around you to be the power of lightning-fast solutions. With all the problems comes disappointment. An emotional roller-coaster effect built on a recurring concept should have, would, could have never gotten anywhere. The rollercoaster will keep moving whether you're on it or not. Instead of being disappointed, focus, regroup, and then execute better next time. Most successful people have always found ways to turn their failures into successes. Their backstends reflect resilience, because you never know what your failure today will lead to in a few years. But one thing is for sure, taking issues, creating a plan that fixes it and then using it to your advantage can only make you stronger. Sharing the challenges and failures you've suffered will show others that you're human, resilient, ready for change, and showcase a level of maturity that's beyond complementary to any job. It's invested in people who learned from their mistakes because they made them stronger. The main reason that recent graduates are not immediately hired in top management is because experience has not yet taught them. So take these failures and stories and use them to improve and build that path to eminent success. Did you have to overcome the challenges of growing your business? What kind? How did you overcome them and what did you learn? I'd like to learn more. Comment below! Have you accused your parents of loving your brothers and sisters more than you do? Or were you convinced that the teacher was tougher on you than your classmates? Are you sure you have to work twice as hard as your friends to stay half fit? Related: The 11 ways successful people think differently from YouA engaging in entrepreneurship, do you feel like you can't catch a break, while everyone else seems to be cruising the easy street? You're not paranoid, and you're not alone in This. This. In fact, earlier this year, Freakonomics Radio dedicated an entire episode to people who feel they are living under a cloud of rain. Psychology professors Tom Gilovich and Shai Davidai immersed themselves in this toic in a recently published study, which helped explain what makes some people in all walks of life feel like the universe is working against them. It's a phenomenon called the wind/tailwind effect. Gilovich and Davidai found that you're not always held back by external forces. Maybe you're setting a stumbling block on your way without even being alone. Fortunately, these findings don't bind your startup to a future of doom and gloom - quite the opposite. By learning to recognize and overcome these barriers in entrepreneurship, you can find gratitude, confidence, and focus to become a successful leader. The science of winds and winds Do you know that feeling when you run against the wind? It makes it all the more difficult; After a while, it becomes all you can focus on. But when you change direction and put the wind in your back, things get easier. Before long, you don't even feel the breeze. This is, in short, the wind/tail wind effect. According to Gilovich and Davidai, when the bad things in life pile up, it's like running into the wind - they require all your energy and focus just to get through. Yet when good things happen, you rarely linger in gratitude. You may feel grateful for a little; then move on. The wind/tailwind effect has been shown to infiltrate every area of life, from sport through academia to the business world. As an entrepreneur, it's important to face and overcome your personal barriers -- after all, it's not just your future on the line, but your startup. 1. Beat availability bias. Availability bias describes a tendency to rely on information that is readily available -- usually because it is recent, convenient to obtain, unusual, or emotionally charged. But perhaps you should consider alternative options. In Amos Tverski and Daniel Kahneman's 1973 experiment, for example, most participants believed there were more words in English starting with the letter K than with K as the third letter. In fact, there are twice as many words with a K than the third letter, but words that start with K are easier to recall.

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