



Be Thankful and Profitable



If you are in business, you have reason to be thankful. Yes, there are uncertainties regarding taxes, regulations and healthcare (small business top three concerns), but you are still in business and hopefully, you have products and services that are relevant in today's market. Ideally, you are also profitable.

So let's be thankful while we move forward. How can we as businesses be thankful?

1. **Don't operate from a place of fear** about your business's future. Yes, there are going to be challenges. If running a business was easy, everyone would do it. Being fearful means you are focusing on failure, not success. To be open to generate more business, we have to be thankful for what we have.

"A grateful mind is a great mind which eventually attracts to itself great things." Plato

2. You attract your focus. **Focus on abundance.** Yet many people focus on what they do not want. This is like driving a car on an open road in the middle of Kansas and seeing a tree and then focusing on not hitting the tree. What happens? You hit the tree. Direct your attention to future possibilities, not past failures. Don't operate from a place of scarcity.

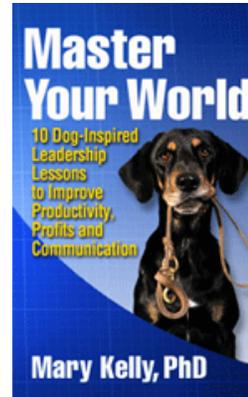
"Be thankful for what you have. You'll end up having more. If you concentrate on what you don't have, you will never have enough."
Oprah Winfrey

3. Know that every day is a new opportunity. Yes, it sounds cliché. **Today is**

Mary's Updates

Holiday Pricing on Kindle Books

We are doing it again this year!



In the spirit of the season, we have reduced the pricing of the Kindle version of **Master Your World** to \$2.99 (the paperback version at \$19.95). Master Your World takes you through important leadership lessons that we can learn from our dogs.

"Part of Mary Kelly's brilliance is in the presentation and the style. Mary lures you into reading the book, and it is only after you finish it that you suddenly find yourself using the techniques she described, and you are suddenly a better leader. I watched this happen with one of the CEOs I coach - in just a day, he was better with his people."

-- Carolyn Strauss

Holiday special will end on December 31, 2012. So get your copy [here](#) now!

Mary's Book of the Month



[Tax Savvy for Small Business](#)
by Frederick W. Daily Attorney

86,400 seconds. How are you going to use them to extend your gratitude to others?

4. Being thankful means doing something about it.

"The only people with whom you should try to get even are those who have helped you." John E. Southard

Say thank you to those people who helped you with advice, a referral, or a resource when you needed it.

Find a way to reach out to those people who impacted you and helped you, whether they realized it or not. Let them know how they changed your business or your life. Send a card. Not sure what you should say? Try, "Five years ago, you told a group of us to _____ and I have done that every since. It changed how I deal with customers forever. Thank you for sharing your knowledge and expertise. It made a difference."

5. Help others grow their business. The best way to push yourself forward is to help others. Not sure how to help other people?

- Ask your friends who their perfect client would be, then be on the lookout for them. When you find them, make an introduction.
- Tell your friends about the people you are trying to promote.
- Spread the word about a new venture or a project to your network.
- Use social media to promote others.

How? Make comments on other people's blogs, websites, or Facebook pages to generate buzz on what they are doing. At the very least, share in their happiness with a positive comment. Host someone else on your website as guest bloggers. It gives you fresh content and promotes others.

6. Be grateful for your profits. Not sure if you have profits? You are not alone. Many business owners honestly do not know their expenses and their revenues. Not knowing where your profits and losses are is like jumping in the middle of the ocean without knowing how to swim.

Second only to not having a current business plan, this is the biggest mistake businesses are making today. Business owners just don't track their revenues and expenditures. If you need to start tracking your revenues and expenditures, try this free downloadable profit and loss template at www.ProductiveLeaders.com/free-stuff

Taxes will continue to be a hot topic, and every small business owner needs to be smart about tax implications in making business decisions. Frederick W. Daily is a lawyer and he simplifies what we need to know. Published as part of the NOLO series at the end of 2011, this is a great place to start to understand the least we need to know. Highly recommended!



See Facebook holiday pictures full-sized.

In an album, click on the first image. Hover over the photo and a floating menu appear along the bottom of the image.

Click on "Options" and you'll see the ability to "Enter Fullscreen."

To return to normal mode, hit the escape key or the "X" on the top-right of your display.

Pet Tip for Thanksgiving

Guard the trash! Fido and Fluffy can find things to eat that could be harmful. Dispose of all turkey and chicken bones safely, and don't leave food on counters or tables where pets might find them.



Thank You for Reading this Newsletter



Know anyone planning a conference who needs a motivational leadership speaker, or a business that needs a push forward? Please [contact me](#). I greatly appreciate your referrals!

7. Wherever you are in business, like life, you are **two steps ahead of someone else**. It is your responsibility to reach behind you and give someone else a good push forward.

Mary C. Kelly

In NASCAR, getting behind someone else and pushing them is called bump-drafting. Like racecar driving, you help someone else best when you are at a high level of performance. Some of the people around you would appreciate a well-timed push to the front, so look for someone who might benefit from a healthy push forward.

November is a time for celebrating friends and family, gathering together, and helping others. Wouldn't it be great if we practiced being thankful every day, and not just during the holidays?

Please make comments on [my website!](#)

Connect with Mary



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