



## Ziglar Australia Newsletter

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"Every choice you make has an end result."

- Zig Ziglar

### Zig Ziglar on...

#### Making the time

One time we were keeping Timmy, a young cat with a long, fluffy tail for our granddaughter, Sunshine. Somehow he went missing and we spent a considerable amount of time and energy looking for that cat before he was found. That's typical. Most people pull out all stops to recover a pet or a treasured relationship. We would "do anything" to change some things or to have them back.

Question: Doesn't it make sense to pay more attention to friends, relatives, and families whom you love? Are you really too busy to make the phone call, drop a note in the mail, get together for a meal, go for a quiet drive or a long walk, and invest a little time to show that love? Question: Why don't you just make the time?

I don't have a definitive answer, but I believe that in most cases it's more a question of procrastination than of deliberate neglect. We work at a frantic pace and come home to relax. Before we realize it, we've spent several hours relaxing in front of a television set that presents us with programs that make us no happier, healthier, nor give us greater peace of mind.

Don't misunderstand; I believe some TV can be good and can offer company and comfort to shut-ins. But those things are not

as important as spending time with those we love and cherish. Most of us plan to do exactly that "someday." But "someday I'll" is a seductive mistress. Deep down we know that our actions this year will parallel our actions of last year and catch us falling back on the old saw of, "I'll call you later," or, "Why don't we get together for lunch?" etc.

Solution: Do it now. We have no idea what's going to happen tomorrow or even an hour from now in our own lives or in the lives of those we love. However, we do know that if we take action now to reinforce or mend some of our relationships, we'll look back with gratitude and say to ourselves, "You know, I'm really glad I took the time."

Message! Spend time with those you love. One of these days you will say either, "I wish I had," or "I'm glad I did."

This article was adapted from Zig Ziglar's Life Lifters. For more information on all the inspirational material Zig has to offer, click [here](#).

## Just like a jigsaw

**By Larry Galler**

A business, no matter whether a one-person company or a multi-national conglomerate, is a complex assemblage of people, tasks, products, services, inventory, and equipment with many components or departments that together create a combined whole. The departments do not stand alone. Each is dependent upon the others for their form and their relationship to the whole. As an example, think of the Accounts Payable department. All alone, by itself, it has no reason for existence without a Purchasing Department creating the purchase orders and the Receiving Department checking the accuracy of incoming shipments so invoices can be paid. The same dependency relationship exists with all departments and tasks within the company.

I like to think of all the departments in a business in the same manner as I think of the parts of a jigsaw puzzle spread out over the top of a table. Each piece is complete by itself; however, each is very limited in size, shape, and visual information. But when they are attached to each other in the proper sequence, the full picture becomes a thing of beauty and gives a large measure of satisfaction and pride to the person who put it all together - just like a smoothly operating, profitable, growing

business.

That's why I have difficulty understanding why, in some businesses, various departments compete, fail to work together, or blame each other for various shortcomings. The shipping department points fingers at the warehouse which has issues with purchasing; yet without each other, nothing could be bought, stored, or shipped. They need to work together and within each part of the company to create a unified whole. The individual parts of a jigsaw puzzle, when spread out over the table, are just a bunch of chaotic components. As they come together and unify, a beautiful picture emerges out of the chaos until, after expending time and effort, the puzzle is finished. That is where the analogy falls apart because a business, even though it is beautiful when operating smoothly, is never finished - constantly evolving to meet new challenges.

Larry Galler coaches and consults with high-performance executives, professionals, and small businesses since 1993. He is the writer of the long-running business column, "Front Lines with Larry Galler." For more information visit his website, [www.larrygaller.com](http://www.larrygaller.com)

## Zig Ziglar Quotes

We now have Zig's greatest inspirational quotes available online at <http://www.ziglar.com.au/tools/inspiration.htm>

For that moment you need a lift or you want to inspire someone else!

We also have made an [iGoogle](#) Gadget with Zigs quotes here: [Ziglar Quotes for iGoogle!](#)

If you would like the quotes for your website or intranet please let us know we would be happy to help.

## Ziglar Australia News!

### **Blitz Sales training!**

The Blitz sales training is an activity-based sales training program that empowers salespeople to schedule appointments with qualified decision makers during the training, resulting in a pipeline full of new opportunities at the end of the day. More details [here](#)

## Special Deals!

## **Strategieis for Success - Audio Set**

*Strategies For Success* is Zig's most principle-packed personal development seminar to date for personal and professional development. In this exciting six CD program, you'll learn Zig's trusted methods to living a happier, healthier, more fulfilling life.

*Strategies For Success* offers a balanced blend of personal professional development tools that are sure to jump start, strengthen and positively motivate anyone looking for success in life. [Click Here to Buy Now on Credit Card.](#)

## **Word of the week**

### **Aplomb**

"uh plum"

### **Noun**

1. Confidence, skill, and poise, especially in difficult circumstances

He showed considerable aplomb when he spoke so eloquently about such a private matter.

## **Earn additional income through Ziglar Australia.**

### **Your help is appreciated!**

Ziglar Australia is looking for people who would be interested in helping with our marketing across Australia. If you are interested in making some additional income please contact [ray.schroder@ziglar.com.au](mailto:ray.schroder@ziglar.com.au) to register and receive all the information.

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Thank you for using your valuable time to read our newsletter. We look forward to catching up with you soon.

**Sincerely,**

Ray Schroder  
Ziglar Australia Pty Ltd

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