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Let 'freedom' be your New Year's Resolution

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When you're working all hours just to break even, when you've hit capacity and deadlines start to slip, and when you find yourself at your desk every night long after you'd planned to be there, things need to change.

Let 2011 be the year you free yourself from these limiting practices.

Taking too much on your own shoulders, or allowing others to do the same within your organisation, can only serve to hold it back. With a little wordplay on the late great Roy Castle's favourite catchphrase, we've found the perfect way of explaining what we mean: "If you want to be the best, if you want to beat the rest, delegation's what you need."

Delegation relies on one thing more than any other - the effective systemising of the processes to be delegated. Without this in place miscommunications, errors and quality control issues are likely to risk your company's reputation.

The most public of quality control issues are product recalls, where a company has to admit that their processes have fallen down somewhere and, in 2010, according to a report on the BBC this week, the UK saw the highest number of recalls in years.

With the structure, purpose and step-by-step procedure accurately systemised, you can confidently delegate tasks and monitor results to prevent such catastrophic issues affecting your organisation.



Systemise to survive

When your business grows beyond its current capacity and expansion is inevitable, you'll need to bring in new talent to maintain growth.

To make sure that the positions you create are recruited for correctly, trained effectively and executed as you wish, you must first diligently systemise the role.

Our January article "[Systemise to survive](#)" answers the 'who', 'how' and 'when' questions of delegating tasks for increased efficiency and corporate expansion planning



Work smarter

There is no reason why you should be working yourself into an early grave when you could be sharing the responsibilities of your role with one or more others.

The resulting freedom gives you the chance to actually achieve a work/life balance and by working smarter you can spend more time doing the tasks that advance your business and leave the rest to others.

The key is knowing where to get these extra efficiencies or human resources from and that's the subject of our article "[Work smarter](#)".



Tip of the Month

A successful businessperson knows his or her own limits.

If you hoard responsibility and control, then your limits will be your company's limits, but if you share the load with an excellent team of individuals, all of whom are able to perform their duties to a quality level that you would expect from yourself, then your business has a strong foundation from which to grow.



Joke of the Month

Ten things you probably shouldn't say when interviewing for your ideal consultancy job

1. Actually, I'm a t-shirt and jeans kind of person.
2. What's your overtime rate?
3. Is travel really necessary?
4. I'm useless without at least ten hours sleep a night.
5. There are lies, damn lies, and then there are statistics.

6. Does your insurance mind if I don't have any respect for my company car?
7. University taught me that working in teams is great for slackers.
8. I think three letter acronyms are for people too stupid to remember whole phrases.
9. I have three words that I live my life by – 'family comes first'.
10. Call it what you want, it's still firing people.

- The Incisive Edge team



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