

A Business Breakthrough Experience

Having worked for the same company all of my working life, I started to feel very trapped, as I was no longer enjoying the environment that I was working in, but with a mortgage and two young children, and having built up lots of benefits, and a decent income, I did not know what to do.

I had always wanted to be my own boss, and I never needed supervising at work, so I knew that I had the discipline, but did not have the confidence, and I thought that there was no way I could take the risk of changing jobs, let alone start my own business.

I used to speak to people at work all of the time-people who were in a comfort zone, but not happy with what they were doing, but like me, feared "what if the grass wasn't greener?" and we all used to convince ourselves that it wasn't, just to justify not to do anything about it.

Then I had the opportunity of speaking to Phil, and after just one session, there was no stopping me!

*From going from a negative, let's think of every excuse why I can't set up my own business, to "what do I need to do"?-and overcoming every obstacle in a positive manner. Instead of thinking what could go wrong, I started to think of all of the things that I could achieve in life, both on a business and personal level. I started to look at some of the management that I had worked under and thought, I've got more talent in my left ***** than they have. My self-esteem, confidence and enthusiasm increased ten fold. All of a sudden I was waking up in the middle of the night excited (not, that excited, well not always!), with new ideas, and would get up to scribble them down.*

I seem to have more energy, not just for work, but for things like DIY, something else that I had always avoided, because I did not feel that I could do it.

Now I am a year down the line, with absolutely no regrets, I have far more confidence, and control over what I do and when I do it. I still work very hard, but it's for me, and not some large company who I was flogging my back side for.

I am reaping the rewards, and seeing more of my family, (too much sometimes!), and if I have a bad day (which are far less than I used to), I still think of the positives, and no longer the negatives- and that's the way I wish to spend the rest of my life.

DM Banstead