

Be Here Now

With all the directions that modern people are pulled, is it any wonder that they seldom give their full attention to anything? The danger is in not giving important interactions and relationships the full measure of attention they deserve.

People often find themselves nodding in approval, but not really paying attention to an employee, not listening to a customer or just thinking ahead to the next appointment on their calendar.

We are all tempted to give a whole lot less than we should, engage less fully than situations require and just not **being there**.

The Remedy

The fix is something experts (Ram Dass, Senn-Delaney, et al.) call **Be Here Now**. This concept advises us to slow down; pay better attention; and give everyone (employees, customers, prospects, family members, etc.) our all. By living in the present moment (without sacrificing attention to longer-term outcomes) you can sweep distractions aside.

The Results

The payoff for living the **Be Here Now** approach include:

- **Makes objectives easier to reach** – By sincerely valuing every relationship, longer-term objectives become easier to achieve.
- **Reduces stress** – Thinking less about the past and worrying less about the future frees you up to get the most from right now and will improve your peace of mind.
- **Improves relationship-building** – Employees, customers and others will recognize the sincerity of your efforts, leading to stronger relationships.
- **Better results** – The quality of outcomes and improved productivity (yours, your employees and customers) will naturally be positively affected.
- **Enhance customer experience** – When you honestly give customers and prospects your full attention, they will know it and appreciate it. This will lead to better client acquisition, retention and extension results.
- **It is the right thing to do** – By adopting a Be Here Now attitude, you will deliver on the implicit promise of your role and your profession.

If you find the **MintonDickes Monday Minute** interesting and valuable, please forward it to others and encourage them to give us a call at **402-218-3036** or contact us at brucedickes@mintondickes.com to add them to our distribution.

About MintonDickes

MintonDickes Consulting offers organizations decades of experience to deliver improved results more quickly, more successfully and more affordably in the long-run.

Not a one-size-fits-all or cookie-cutter approach. We help clients challenge conventional wisdom to achieve order of magnitude improvements.

Our job is to provide the opportunity to out-think the competition and implement the critical solutions for meaningful and lasting impact.

**WE WON'T PROMISE MIRACLES.
WE CAN PROMISE RESULTS.**