



Own the job; don't let the job own you.

When you work with a group of people, whether you are the Rainmaker or a Buyers Agent, setting boundaries can carry risks. If you work for a Team that frowns upon Team Members taking a full vacation, or even a full day off, bucking the prevailing unstated rules may lead to unpleasant consequences. Think about the risks of having your job overwhelm you: poor health, conflict with your spouse and burnout. Are those consequences a fair tradeoff for the opportunity to work with more buyers?

Depending on the particulars of your role as a Buyers Agent and your Team's culture, your ability to balance work demands with your personal life may be quite doable or it could be limited. The most important thing is to be aware of the tradeoffs you are making as you prioritize the time spent on work, family, social activities, exercise, hobbies, etc. We can get so wrapped up in our professional lives that we don't fully realize what we're sacrificing in our personal lives until we reach a point of crisis.

As we go through different stages of our lives, our ability and willingness to put in long hours may vary. When we are in our 20's and have not yet started a family, for instance, 70-hour workweeks may not have been a burden. They are when we are raising young children. I advise taking periodic assessments, say, once and a year, of where you are in your career and in your life. Using this information, decide whether your work situation is in tune to your life goals and your company's mission.

Setting priorities

To avoid having your job completely take over your life, make a list of weekly activities outside of work that you need to sustain your well-being and healthy state of mind. These may include:

- At least one weekend afternoon with your kids
- One evening out with your spouse
- An hour of exercise every other day
- At least one relaxed, unhurried meal a day
- A few hours spent on recreation or a hobby that you enjoy

Schedule these activities into your day planner in ink. Treat them the same as an important meeting with clients that can't be canceled unless there's a darn good reason.



As far as dealing with clients, you may be surprised. Many will respect you if you are firm in setting limits on demands for your time. Though we want to treat clients as well as possible, some make unreasonable demands. You may have to risk losing their business. If they are unreasonable, however, losing them could be a blessing.

Make A Commitment: I will learn from my mistakes.

Deadline: _____