



The Possibility Path™ for Small Business

A Life Coaching Program based on
Book One

“Bringing Possibilities to Reality”

Step Four **BUILD YOUR TEAM**

PART 4.1.

YOUR SUPPORT SYSTEM

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INTRODUCTION

Starting and running your own business can be lonely. It can be scary! It can be overwhelming. It can feel like you are out there on your own every single day trying to get your feet on the ground underneath you. It is. You are. But it is also a journey that a lot of other people take with you.

You are not alone.

In this Possibility Path Step we focus on the people and services you use and will use to build and grow your business. For as much as you may feel you are alone and while it is true no one will care about your business more than you, there are many people who really want to help you succeed and are highly invested in you doing so! We call these people your Support System Team.

There is your Emotional support system, like your family, friends, a business coach or mentor.

There are the Physical support system team like lawyers, accountants, bookkeeping software, marketing materials, and your employees or people who help you spread the word about your goods or services. Your Product wholesalers, Networks and the Places you do business at and with are also part of your team. Even if you are a one-person business, you are surrounded by people who help you out each and every day! There are many people and services ready to help you do what you do!

Then there comes the big problem: Asking for Help.

Asking for help may be one of the hardest things for an independent Possibility Person to do.

Most people start their own business so they don't have to rely on others. When in fact, as a small business owner, all you do is rely on others! It is a catch 22. We have to learn to ask and allow others to help us in order to succeed. Cost is also an issue when starting your own business.

Because it is expensive to hire people, we often think we have to do it all ourselves. That is not true.

We CAN'T do it all ourselves! It is physically impossible. Even if you are just one person teaching a few people one class, you still have a team! You have to keep track of income and expenditures. You have to travel or get online to reach your clients. (Yes, your internet access provider is part of your team!) You have to find ways to get new clients or email or call or connect with the ones you have.

You are using systems and people all day long to help run and grow your business. And as you do grow your business, you will reach and need more people! It can be a lot.

There can be so many possibilities and so many people it can be hard to keep track, to make decisions, and to ask for help when we need it. Knowing what you should be focused on and what other people can do better or for you is hard. That is where organization comes in. How to figure out what you need, who you need, when you need them? And how to ask for help and get what you need? It all starts with Building Your Team.

And that is what we do in:

Step Four, Part 1.

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STEP FOUR. PART 1.

YOUR SUPPORT SYSTEM

**When you are answering these questions answer as if you can have ANYTHING you want.
That helps you prioritize what it is you need!*

1. YOUR SUPPORT SYSTEM

Make a LIST of all the people, places, and things you need to SUPPORT YOU:

EMOTIONAL

Which ones from the previous list are EMOTIONAL?

(Friends, family, and also business mentors, groups, or classes count!)

List them here:

PHYSICAL

Which ones from the previous list are PHSYICAL as in the nuts and bolts of how you do your business?

(Book keeping, software, travel, places, law, etc.)

List them here:

NETWORK

Which ones are your NETWORK people or places?

(ie: Get the word out to support you. Places you teach. Community you live in, etc.)

List them here:

PRODUCT

What TOOLS do you need to do your job/ run your business?

(ie: Imagine doing what you do. What physical products do you use? (Use an oven to make pizza. Yoga mats to teach yoga. Include Car or transportation here too.)

List here:

PRIORTIZE

NOW

List all of the Support Team you have NOW on your list.

THIS YEAR

Who or what do you need to help your business THIS YEAR?

NEXT YEAR?

YOUR FUTURE or DREAM TEAM?

(Want but don't need right now.)

ASK FOR HELP

Do you have trouble asking for help? Yes/ No.

Why?

(If you don't know, you can do a Short Cut or skip this step and do Bonus/Homework when ready.)

LOOK at your list on PRIORITIES.

What is ONE THING you can do to get help in this area?

(Can be as simple as a Phone call! Do research. Ask for help from someone you know. Find business support locally. Hire someone. Trade for help.)

*If you are stuck on this one, take the SHORT CUT

BONUS/ Homework
ASKING FOR HELP

You are not in your business alone! Asking for help, delegating help, hiring people to do what you cannot do is critical to starting and growing your business. This is not a skill that many people have, especially those of us who start something on our own.

Knowing where you have holes in your support team are and where you need help, helps!

You can then prioritize what you need, when you need it, and take the small steps to get there. The relief you will feel when you do have that support and find those people is crucial to your success.

The first step is knowing what you NEED.

Knowing what you need, also means knowing you do not have to be an expert in everything! There are some things you are really good at. There are some things other people are really good at! Letting others help doing what they do best is the best way to reach success and keep a business alive.

WHAT ARE YOUR TALENTS?

WHAT ARE YOUR WEAKNESSES?

WHERE DO YOU NEED HELP?

WHAT IS ONE STEP YOU CAN DO TO GET THAT HELP?

WHEN are you going to do this step? (Give yourself a deadline so you do it! Tell someone else your deadline so you have some accountability and celebrate when you do it. Having someone to celebrate with you is a part of your support needs too! :)

OTHERS WANT YOU TO SUCCEED

There are so many people who want you to succeed. From your family to friends, to clients and customers, and community, there are people who want you to succeed!

Sharing your journey with others and allowing them to help you is critical to your staying power in business. Setting up the systems so that these people, places, and things are there with you as you continue helps keep it simple and easy.

Now when you have a problem, you know where to go to ask for help and you have a team in place to help you!

But, setting up the team takes the most time.

Like a train starting on the tracks, it takes some energy, effort, and your Perseverance Personality to get going. We stop and start a lot. Doubt, fear, worry, and wanting to quit are a perfectly normal part of this process!

Have compassion for yourself and go back to your motivation for WHY you want to do this business to keep motivated and cheer yourself on! Knowing why you are on this journey is the most important, building a team that supports you is second.

Find your network. Find your emotional support people. Find the physical team and adjust when needed there.

You are not alone on this journey!

The Possibility Path is also here for you every step of the way! :)
Use it whenever you need it to refocus, readjust, and face the challenges that come up as you build, grow, rebrand, or just need a little support!

Here's to the possibilities to come!

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SHORT CUT **Ask for Help**

A Short Cut is a Guided Visual Exercise that helps allow access to our own inner wisdom, our unconscious information Possibility Doorway, and our own inner intuition.

Listen to each Short Cut and then process your insights.

Questions are just suggestions to get the ball rolling. You might get new insights you never thought of that have nothing to do with the topic at hand or realize things that are not in the questions. Allow. It is your time. It is your program. It is your inner wise self.

Go where the journey takes you!

List your insights.

CHECK IN

Date

WHAT things have changed?

WHAT things have stayed the same?

WHAT is working?

WHAT is not working?

WHAT do you need to improve?

HOW do you plan to improve them? (Set goals and focus words.)

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*Feel free to share the insights, ideas, and growth you have experienced with people you trust and who care about you, including family, friends, coworkers, therapists, doctors, etc. and of course the group that you are working with on the **Possibility Path**.*

Please direct any professional questions to Jeannine at jeannine_proulx@yahoo.com

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