

5	2	7	8	4	6	9	1	3
6	9	1	2	7	3	4	8	5
8	4	3	9	1	5	6	2	7
1	5	2	7	8	9	3	4	6
4	7	6	3	5	2	8	9	1
3	8	9	4	6	1	7	5	2
2	3	4	1	9	7	5	6	8
7	6	8	5	2	4	1	3	9
9	1	5	6	3	8	2	7	4

Take the Next Step Forward

How Your Vibes Affect Your Business

How Clutter Harms Your Health

Increase Your Cash Flow With These Overlooked Resources

Have You Heard the Good News?

Ditch the Energy Drinks

NEED A BOOST?

As spring kicks off, many people will be tempted to grab a Monster, Red Bull, or Rockstar to get through the day. Energy drinks may give you a quick boost, but the high levels of caffeine and sugar can lead to migraines and increased anxiety. If over-consumed, these drinks can even lead to Type 2 diabetes. To avoid these health hazards, try out a few of these natural energy boosters instead.

ASHWAGANDHA

Ashwagandha is an evergreen shrub found mostly in India. As part of the Ayurveda system, an alternative medicine practice from India, it's also known as "Indian ginseng." The Alternative Medicine Review published a study indicating ashwagandha increases the body's resilience to physical and mental stress by lowering levels of the stress hormone cortisol by 28%. Ashwagandha can also help you through long workouts and the 9-to-5 grind because it may also improve brain function, including memory. You can get ashwagandha in pill form at most convenience stores around the world.

CREATINE

Many people don't realize creatine is a natural energy booster because they get it mostly in

Natural Supplements to Increase Your Energy



processed, high-sugar energy drinks. However, in doses less than 5 grams, creatine provides impressive benefits during high-intensity activities, short-duration exercises, and sports, including football, shot put, and weightlifting. This compound is found in red meat, pork, poultry, and fish, and when consumed, it releases phosphates that give your body a quick burst of energy. Ingesting more than 5 grams, though, will leave you feeling bloated with a lot of stomach discomfort. Creatine powder can be found at most wellness stores.

BEETROOT POWDER

Beetroot powder is made from the roots of the beet plant and is rich in nitrate. Nitrate relaxes blood vessels, creating increased blood flow and oxygen delivery. This enables your body to produce energy more efficiently and maintain energy levels, making beetroot powder a great aid for endurance sports like running, soccer, and biking. In the International Journal of Sports Nutrition and Exercise Metabolism, a study reported that athletes could work out for 25% longer when they used beetroot powder. Fatigue didn't set in until much later in their workout, which improved their training and performance.

This spring, say goodbye to energy drinks and get the boost you need with one of these natural energy supplements.

DESIGN LIFE'S Journey

MAR. 2020

KEEP PADDLING *And Look Ahead With Optimism*

There are times when the world can seem very negative. If you try to catch up with current events, you're bombarded with nothing but bad news. It can take a toll and make you feel discouraged. But remember that when the world appears cruel and unfair, that's when you need to hold onto optimism the most.

Everyone has the power to make a difference in a positive way, so long as you see the bright side of things. Being optimistic isn't about ignoring negativity; it's about understanding that there is negativity and choosing to focus on the positive things. Yes, there are bad things in the world, but there are not *only* bad things in the world. When you choose optimism and focus on the positive, life is more enjoyable. The trick to optimism is to keep moving forward, no matter what happens.

I've had so many challenges in the last year. At times it was hard to be optimistic, but I truly believe everything happens for a reason. Many times in hindsight, I'll realize what those reasons were. However, I'll never see those reasons if I don't move forward. It's like kayaking. I love to kayak, and when I'm on the river, sometimes I hit long patches of rough water. But stopping isn't an option. All I can do is look forward, find a path, and keep paddling.

March is National Optimism Month, which makes sense since it's easy to be optimistic when spring is starting. This month, I

challenge you to practice optimism. Find the positives in life and let them drive you. Base your optimism on confidence that things will get better, or that you can get through the hard times, no matter what they are. And if you can't get through them? Well, you just have to go around, over, or under them.

Optimism is confidence in your own strength, and that confidence can do wonders for your business and personal relationships.

If you find yourself struggling to be optimistic, it may be because you haven't found your "why." We touched on the power of why in last month's newsletter. Your why is what drives you. If you don't have a driving force, it can be hard to persist when times are tough. If you don't have one yet, take some time and really look for your why.

My why is to help others succeed and grow. I have been blessed with many gifts, talents and knowledge, but they weren't meant for just me. I'm supposed to use my gifts to help people. That's why I get so much joy in helping people manage their wealth, minimize their taxes and/or improve their business' cash flow and profits. When times are tough, I remind myself of my why, and it motivates me when it's hard to take that next step.

This month, choose optimism. Bad things will happen, but come hell or high water, when you have optimism and the confidence to get through it, you will persevere — you just have to keep paddling.



“The trick to optimism is to keep moving forward, no matter what happens.”

ARE YOU VIBING WITH YOUR BUSINESS?

Boost Your Company's Culture With 'Five Frequencies'

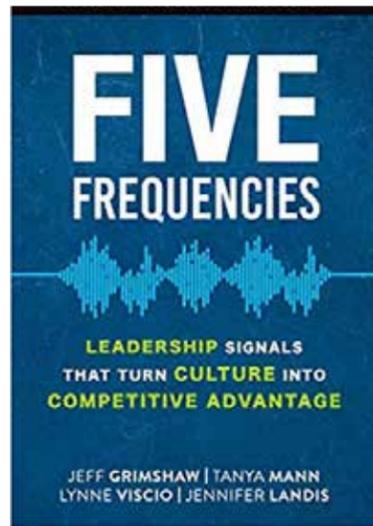
If you dive deep into the tactics of successful businesses and startups, a common thread among them is that culture reigns king. More and more value is placed on fostering an uplifting atmosphere for employees, which allows them to generate better business. The general consensus says great culture is built over time and can take many tries in an attempt to get it "just right." But one book suggests that you might not need to look very far to pinpoint the biggest influence behind company culture.

In "Five Frequencies: Leadership Signals That Turn Culture Into Competitive Advantage," a team of four authors compile their years of extensive experience working with companies to execute cohesive strategies for building effective culture. Jeff Grimshaw, Tanya Mann, Lynne Viscio, and Jennifer Landis have witnessed company cultures of every type be successful and fail. They concluded that culture doesn't cultivate from the many but, rather, is affected by the few. In this case, the few are the leaders of the business.

The authors assert that leaders are, at every moment, transmitting signals to their team, whether intentionally or not. Teams take cues from those who lead them, so if leaders aren't dialed into the frequencies they're giving off, they could be transmitting troublesome signals. Instead, leaders should always be dialed into their "vibes" and be particularly aware of five specific frequencies:

1. Their decisions and actions
2. What they choose to reward and recognize
3. What they do and do not tolerate
4. The way they show up informally
5. How they compose formal communications

"Five Frequencies" illustrates how correctly tuning into these frequencies can give leaders the tools they need to make bad culture good and good culture great. Full of tried-and-true examples from real companies around the globe, this guide proves that culture is not something tangible you can hold, nor is it a procedural



element you can simply implement. It's something people feel, and it's built and explained by the behaviors that surround it. This means it can be difficult to manage, measure, and, most importantly, change. But if leaders take the time to look at themselves and the actions they exemplify, they'll have a solid foundation to start.

SPRING-CLEAN YOUR WAY OUT OF STRESS

4 Simple Tips to Declutter Your Life



Many of you know I am a big proponent of ridding your life of clutter to improve your physical and mental health. I have seen firsthand how clutter can paralyze someone into inaction due to overwhelm or fear of losing a bit of their history. Yet they cannot function on all cylinders because the distraction and mental chaos the clutter creates to their thought processes. More studies are verifying this fact every year.

So how does clutter build up so quickly? One day it's just a small pile of papers, and the next thing you know, you can't see the floor in your living room anymore. The trouble with clutter isn't just that it's visually unappealing — research shows that excess clutter can also be harmful to your health. One study published in the Personality and Social Psychology Bulletin found that people with cluttered homes tend to have higher levels of cortisol, the stress hormone. When left unchecked, cortisol can lead to chronic stress, disease, and a higher mortality risk.

The solution is to get organized, but that's easier said than done. Here are some simple tips to help you declutter, destress, and feel a little lighter this spring.

Start small. Does the idea of decluttering your whole house overwhelm you? Then start small instead. Tackle a single room, like the bathroom or kitchen. If the task is still

overwhelming or you don't have the time, go smaller. Spend 10 minutes on the hall closet, your nightstand, or a single kitchen drawer. Address one area at a time to keep up the momentum. Soon, your whole house will be free of clutter.

Organize first, shop second. It's fun to buy those pretty storage bins and boxes, but if you go shopping first, you'll end up with more stuff and be no closer to actually getting organized. Take care of your space first. Before buying that new cookware organizer or food storage containers, organize what you have in your kitchen. Then you can determine if you really need more storage bins.

Ask if it 'sparks joy.' Do you struggle to part with your possessions? Take a page from organization expert Marie Kondo. When going through their belongings, she advises her clients to hold each item in their hands and ask if it "sparks joy." Basically, does having it make you happy? Does the item's use provide value to your life? If not, let it go. Don't hold onto things because you "might" need them someday.

Finish each task to completion. When you decide an item needs to go, make sure it reaches its final destination. Get trash and recycling out of your house right away and bring donation items directly to your car. If you can't drop them off that day, make arrangements to drop them off before the end of the week.

This spring, make time to free yourself from the clutter that's dragging you down.

YOUR POT OF GOLD ISN'T AT THE END OF A RAINBOW

Secret Resources to Increase Cash Flow

St. Patrick's Day is this month, and one of the most recognizable symbols of this holiday is the leprechaun. A famous figure of Irish lore, these little fairies were said to hide gold at the end of a rainbow. While these legends are pure fantasy, when it comes to cash flow, many business owners certainly act like they expect to find a pot of gold at the end of a rainbow. Positive cash flow is key to a healthy business, but many business owners don't put enough thought into maintaining their cash flow. Even companies growing revenues can fail if they aren't generating enough cash flow needed to sustain that growth.

The trick to strong cash flow is to take advantage of the resources you have at your disposal. This month, we're looking at two valuable resources many businesses overlook.

No. 1: Debt Annihilation

Part of our Profit First methodology focuses on getting rid of bad debt and only taking on debts that bring more money into your pocket. This is what we call "Debt Annihilation." In some cases debt is unavoidable, but that is the exception not the rule. Debt that creates energy and propels your business to the next level is what debt annihilation is all about. It's powerful, strategic and aligned with ALL your goals.

No. 2: Delegation

Many business owners are guilty of doing tasks they aren't suited for simply because they don't want to pay someone else to do it. They believe they're saving money, but they're really missing out on more profitable opportunities. If you are putting time and energy into tasks you don't enjoy, then you have less time and energy to do the tasks you excel at.

You can overcome burnout, frustration and aggravation by embracing the power of delegation. Hire someone else to do payroll, send emails, or fix your equipment. The job will get done so much better, and you will be able to focus your energy on the things you do best. Hiring people costs money, but it costs more for you to miss opportunities to strengthen your business because you were busy doing something you're not good at.

If you need help identifying resources that will support positive cash flow, give us a call! And if you happen to find a pot of gold at the end of the rainbow this month, we advise against taking it. Stealing from leprechauns never works out.



Brain Break!

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7	6					8	9	
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	3	4	1	9	7			
7			5	2		1	3	9
9		5						

Solution on Pg. 4

THE GOOD NEWS!



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