

"Beware the Ides of March!"

Not just good advice for Julius Caesar in 44 BC, but in at least a couple of ways important advice for every business leader this and every year.

Caesar failed to take heed, which cost him dearly when he was stabbed to death at a meeting of the senate. While today's business leaders are unlikely to face the same consequence, they too can suffer if they ignore the 15th March.

Here are two things that I'd suggest should dominate your work mid-March. One focused on short-term outcomes and the other on longer-term change.

Budget

Now is the time to ask, "am I on track to achieve my financial year budget?". If you are within cooey, there's still time, but most likely just enough time, to do something about exceeding those profit, cash, customer and safety targets for the financial year. You have just 73 working days to go, remember there's Easter, ANZAC Day and the Queen's Birthday all before the end of June.

With regard your business outcomes, this is the right time of the year to be tactical and short-term focused. Leave your business strategy and planning for other times of the year. First, make sure you and the people around you are being realistic about their forecast for this month and the next quarter. Then, most importantly, you will need to be decisive about your actions. Mid-April will be too late.

New Year's Resolutions

It's said that New Year's resolutions started some 4,000 years ago, in ancient Babylon. This New Year, like every other, most of us resolved to change some aspect of our behaviour, often both at home and work. Might be something to do with a reflective mind as we relax over the holiday period.

But that was 74 days ago. How have you gone? Don't be too hard on yourself. Old habits die hard. But now is the time to re-kindle that resolve with a view of making that behavioural change you sought permanent. Maybe you decided to spend less time on e-mails and more time in the market, face-to-face with your clients. You've had some time to try this out and learn what's helping and what's hindering you. So, now is the time to put in place some disciplines, and I'd suggest scoring your behaviour each day or week is a good idea.

Here's a thought I've borrowed.



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