

Seek Out Key Staff Members and Invest Your Time in Them

Building a powerful team of key staff members who help you accomplish your goals is key to every successful person. ***If you don't have an assistant, you are one.*** All high achievers have key staff members that help them!

Once you have chosen your key staff members, **invest in them**. Trust them. Begin offloading anything and everything that takes you away from focusing on your core genius.

Before you are a leader, success is all about growing yourself. When you become a leader, success is all about growing others.

– Jack Welch

Though we fear that if someone else performs tasks for us, the job won't be done as well. If they are interested in being a key staff member, **and they are making the investment**, they will surprise you and do more than you expect. If they don't, over time, it may be to your advantage to seek out other key staff members and invest in them.

relationships can be built only if you invest time in people.

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