What’s Love Got To Do With It?

GREAT WORK is to
LOVE WHAT YOU DO
Track Your Score for 12 Things

Though it may not be true 100% of the time, keep track of how many apply to you.
#1 Decisions, Decisions, Decisions

- You don't struggle to stay disciplined you struggle to prioritize.
- Your problem definitely isn't staying busy and on task.
- Getting going isn't an issue.
- Your problem is you have so many things you want to do, you struggle to decide what to do first.

CHOOSE A JOB YOU LOVE, AND YOU WILL NEVER HAVE TO WORK A DAY IN YOUR LIFE.

-CONFUCIUS
#2 Opportunity to Explore

- You think, *I hope I get to...* instead of, *I hope I don't have to...*

- When you hate your work it's also like peeling an onion--but all you find are more tears.

- When you love your work, it's like peeling an onion. There are always more layers to discover and explore.

TO BE SUCCESSFUL, THE FIRST THING TO DO IS TO FALL IN LOVE WITH YOUR WORK.
#3 Too Busy to Gossip

• You don't talk about other people; you talk about the cool things other people are *doing*.

• When you love your work, you don't gossip about the personal failings of others. You talk about their successes, because you're happy for them.

• You understand when you are happy for others you are also happy with yourself.

Love your work, then you will find pleasure in mastering it.
#4 You Feel Total Trust

- You think about what you will say, not how you will say it.
- You don't have to worry about hidden agendas or politics.
- You trust your team members -- and they trust you -- because you give 100% and your team members know it!
#5 Interested In Customer’s Needs

• You see your customers not as people to satisfy but simply as people that you want to help.

• You don't see customers as numbers. They're real people who have real needs.

• And you gain a real sense of fulfillment and purpose from taking care of those needs.
#6 You Enjoy Your Work

- Your time at work is enjoyable.
- You don't have to put in time at work and then escape to be happy.
- You enjoy life and enjoy work.
- You feel alive and joyful not just at home but also at work.
- When you love your work, it's a part of your life.
#7 You Love Being Here Right Now!

- You enjoy attending meetings.
- **Why?** Because you are interested in what is going on and you want to be informed.
- You enjoy the people you work with and meetings offer an opportunity to connect.
#8 You Worry About the Right Things

- You don't think about surviving.
- You don’t think about failing.
- You think about winning.
- You're more worried about not achieving your potential.
- You worry about whether you're making as big an impact as you can. Those are *good* worries.
#9 You Are Excited About Your Team

EVERY DAY, I GET TO DO SOMETHING I LOVE AND MAKE AN IMPACT ON PEOPLE’S LIVES.

• You're excited about what you're doing, but you're more excited about the people you're doing it with.

• Why?

#10 Time Flies At Work

- You hardly ever look at the clock.
- You're too busy making things happen.
- And when you do look at the clock, you often find that the time has flown.

you know that you love your job when you don't wait for the weekend
#11 It’s Not All About the Money

- You view success in terms of fulfillment and gratification, not just money.

- Everyone wants to build something bigger. Everyone wants to benefit financially. Yet somewhere along the way, your work has come to mean a lot more to you than just a living.

- And if you left your job, even if for something that paid more, you would miss it. You would miss it a lot.
#12 Your Work is Never Done

- You leave work with items on your to-do list you're excited about tackling tomorrow.

- When you are finished with outstanding tasks it’s easy to find other exciting things to do.

- You often have cool stuff--new initiatives, side projects, hunches you want to confirm with data, people you want to talk to--left over when it's time to go home.
How Many Love the Work You Do?

How many of the LOVE statements applied to you?

If you said:

• **0-3**: You need to find a line of work. Life is too short.

• **4-6**: You don't hate your work but don't love it either. What can you do differently?

• **7-9**: You really enjoy your work and the people you work with.

• **10-12**: You are deeply, madly in love with your work!
Work may not always be play.

Your #1 passion may not be a realistic career.

No job is 100% perfect 100% of the time.

Our customers deserved to be loved!
Happy Valentine's Day