



6 7

INTERRUPTIONS
The 'Big Hole' in Your Day
(See page 2 in your notebook)

□ On average, you get 1 interruption every eight minutes
= 50-60 interruptions per day
□ Each interruption takes an average of 5 minutes = 4 hours
□ Most of these interruptions are of 'little or no value' to you, meaning they are not important to what you're doing
□ The sum total of these interruptions causes approximately
3 hours of wasted time every day?
□ What can be done to minimize such interruptions and get back some of the wasted time?

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INTERRUPTIONS
The 'Big Hole' in Your Day

□ What are the most frequent types of interruptions?
□ Who most often interrupts you?
□ What have you already tried doing in order to prevent interruptions?
□ Ideas: Use direct, assertive communication... Schedule Office Hours... Outgoing VM message... Schedule time to read e-mail and listen to VM...Use E-mail Vacation Message Function... Put a pile of work on the chair where visitors plop down... Teach them to 'fish'... Put up a sign... Other ideas...

Doug Gertner

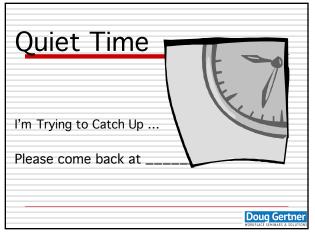
Genius At Work

Please Don't
Break My
Concentration

Please come back at

10





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MEETINGS Do we really need them? ~ page 22 □ An agenda is built collaboratively □ The agenda is distributed in advance □ Roles during meetings include Leader, Facilitator, Timekeeper, Recorder, etc. □ Recorder takes and distributes minutes □ 2/3 Rule: Only those to whom two-thirds of the agenda applies should attend!

Time Wasters (See page 3 in your notebook) ■ Attempting too much Leaving Tasks Crisis Management Unfinished ■ Disorganization ■ Meetings Drop-in visitors and Paperwork socializing Poor communication □ E-Mail □ Procrastination ■ Inability to say "No" □ Telephone Lack of Delegation interruptions ☐ Lack of Planning & Prioritizing Other

14 15

T					
I M E			URGENT	NOT URGENT II • Preparation	
	М	Ę	Pressing Problems	Prevention Planning	P
м	A	T	Deadline-driven projects, meetings, preparations	Values clarification Relationship building	a g
A	Т			True re-creation	е
N	R		Necessity	Empowerment Personal Leadership	7
Α			Ш	IV	
G	Х		Interruptions, some phone calls	Trivia, busywork	
E		STAN	Some mail, some reports	Junk mail	
М		8	Some meetings	Some phone calls Time wasters	
E		NOTIMPORTANT	 Many "almost" pressing matters 	"Escape" activities	
N		2	Many popular activities		
Т		C199	Deception	Default/Waste	

EVOLUTION of TIME MANAGEMENT

How evolved are you?

1st Generation: Notes & Checklists

2nd Generation: Calendars & Appointment Books

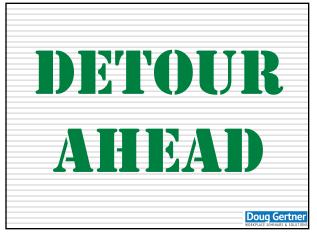
3rd Generation: "Time Management"

Based on a defined value system

4th Generation: Time Management tools used to

focus relationships and quality of life results

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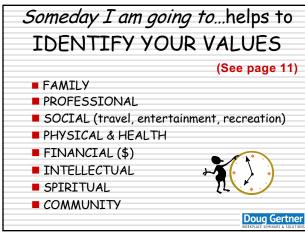


Complete the sentence:
(On page 10)

Someday I am going to...

And place your 'somedays' along your 'lifeline'...

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15 VALUES COMMON TO ALL **CIVILIZATIONS & FAITH TRADITIONS** ☐ INDUSTRIOUS ■ WISDOM □ HUMILITY ■ INTEGRITY □ THRIFTY ■ LOVE □ GENEROSITY □ FREEDOM □ OBJECTIVITY ☐ JUSTICE COOPERATION COURAGE MODERATION PATIENCE □ OPTIMISM ☐ See page 12

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Creating Value Statements
□ VALUE: a word or two that defines you
□ DEFINING STATEMENT: what this value
means to <u>you</u>
□ DESCRIPTION: written in present tense,
described as if it's happening right now
PAGES 13 & 14
Doug Gert

Creating Value Statements

PERSONAL Example

VALUE: Balance

DEFINING STATEMENT: I spend a satisfying amount of time with my family, on my paid work, and at play

DESCRIPTION: I drop off or pick up at bus/school 5-7 times/week, go on 'date night' twice/month, do my paid work 4-5 days/week, ski 20 times/season, take a 3-4 week family vacation every year, I have finished my next book.

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Creating Value Statements PROFESSIONAL Example VALUE: Professional Development DEFINING STATEMENT: I value training for my employees to foster their career development DESCRIPTION: Each of my staff goes to 3 full-day workshops per year, and each attends the annual association conference and one other professional conference of their choice

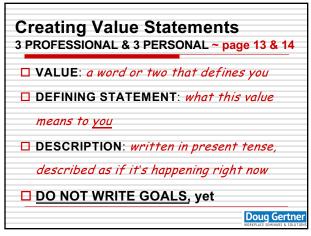
Creating Value Statements
PROFESSIONAL Example

VALUE: Productivity & Integrity

DEFINING STATEMENT: I value using my time on what matters most.

DESCRIPTION: I set annual, quarterly, and monthly goals, and meet weekly with my manager to get their support for my progress. My time is mostly spent on what I care most deeply about.

25 26



"If you don't manage your time, you'll never achieve your goals. But if you don't have goals, you don't need to manage time because you aren't going anywhere. Top goal achievers are always top time managers."

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SMART GOALS

SPECIFIC - written and remembered

MEASURABLE - benchmarks to achieve

ACTION-ORIENTED - contain verbs

REALISTIC - no 'impossible dreams'

TIME & MONEY-bound - include
beginning/ending points + \$ parameters

GOAL STATEMENTS

VALUE: Professional Development
DEFINING STATEMENT: I value
continuing education to foster my
career goals
DESCRIPTION: I have finished my
degree and received a promotion and a
raise
SET SMART GOALS...

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GOAL STATEMENTS

| FIVE YEAR: I have my __ degree, new job title= __, and higher salary of \$_/year
| ONE YEAR: Have completed # classes
| MONTHLY: I attend classes regularly @ _
| THIS WEEK: Register for first class
| TOMORROW: Get catalogue and registration info

GOAL STATEMENTS

□ Write Goal Statement(s) for one or more of your Values
□ May be Long- Intermediate- or Short-Range, or Monthly/Weekly/Daily
□ Do a 'SMART' Check to ensure your Goals are Specific ~ Measurable ~ Action-Oriented ~ Realistic ~ Time & Money-bound

□ Doug Gertner

32 33

Ask yourself this question: Why Don't I Plan? What are your reasons or excuses for not planning daily, and what are the consequences?

Principles For Using A Planner ~ page 18

Use a planner (this is really a pre-principle)
Always have your planner with you
Only use one planner
Align daily tasks with your value system
Prioritize tasks
Work on first prioritized tasks first
Check off tasks as they are completed
Allow enough time for each task-expect interruptions
Plan free time to do tasks & handle unexpected
No floating pieces of paper

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A Simple Method for Prioritizing

A = TOP PRIORITY - must do today

B = IMPORTANT - want to do today

C = NOT NECESSARY - nice to do, but...

Then prioritize each with 1-2-3-4...

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Final Video:

Putting the 'Big Rocks' First

• Today you have identified what is most important to you, your values, planning...

• These are your 'big rocks...'

• By putting these first every day, you are making time for the most important aspects of your life...

• Spend time on the big rocks, your priorities, and the little stuff will fill in around it...

Thank you for attending

Time Management

Creating Balance in Today's Workplace

For a progress report and additional resources, please contact me three weeks from today:

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