

## **If you think you can or you think you can't, you're probably right!**

I recently started a discussion thread on the LinkedIn group Gold Coast Business Network (and if you are in business on the Gold Coast and haven't joined the group yet, you probably should, and if you are in business and haven't joined LinkedIn yet – seriously, what are you waiting for?). The topic was finding reasons to be cheerful about 2012 on the Coast when we are faced with doom and gloom all around from the mainstream media, and even some friends and family.

Sure, exchange rates are battering tourism and exports and these things are knocking retail and property but we *can* decide to tackle some of the issues over which we have direct control in a positive and focused manner. We live in one of the greatest spots on the planet and Australia has one of the most robust of all world economies right now. As a firm dealing with lots of businesses, we *do* have clients doing well on the Coast, including construction.

Locals have responded to my thread in a similar vein, stories of businesses 'getting on with it' instead of sitting back waiting for a magic bullet. Taking small positive steps towards their goals. Treating obstacles as stepping stones, not barriers, and running over all the doom and gloom.

There are some very exciting things happening with in the accounting and profession in particular which have the capacity to fundamentally change the way accounts and tax compliance is processed around the globe forever. This is a massive opportunity for those accountants and business owners who have the required positivity, attention to the market, and the intention to be part of the action.

I referred to Alan Weiss's splendid Monday morning memo in my New Year blog, which I will thoroughly recommend again for business owners to sign up to:

<http://www.contrarianconsulting.com/category/alans-monday-morning-memo/>

This gem on team building was from there last Monday.

*You can teach people the content of a business, but you can't teach them enthusiasm. You can instruct them in the rules and regulations, but not optimism. You can delegate authority but not self-directedness. What kind of people are you (or your clients) hiring, and what type of environment is created to sustain the behaviors you most need manifest? Enthusiasm, optimism, and motivation will be extinguished or driven away by those who fear these traits and try to manage and control them. But they will lead a business forward when sought and nurtured*

*Peter Morgan ©2012*