



# Here's Your Daily HotSheet!

Show # 104—Jeff Magee- February 5, 2009

## Tips From Jeff:

- 1. Leaders** have the ability to keep their emotions in check and they're able to see both sides of the situation. True leaders, true performance stars, can see both sides of the situation and based upon the data, they are able to go the direction that makes them the most sense.
- 2.** Benjamin Franklin would use a decision matrix whenever he needed to make a decision is what a lot of times in the management world or financial world is called a Ben Franklin Decision Model. You take whatever it is you're trying to do in your decision and you put that at the top of the sheet of paper, draw a line down the middle. On one side you list all the reasons to do so, and on the other side you put all the reasons not to. Whichever side has the most entries, that's the way you go with your decision. It works every time if you have data and logic.
- 3.** My advice is, every entrepreneur out there needs to live their X factor, don't do the things that show 97%. If your business, your enterprise involves some of the 97% of things that you stink at, you suck at, you're not good at, that's where you build alliances, affiliations. That's who you hire. You hire people that are great at your deficit.
- 4.** Quit hiring people who are great at your asset. That's what got a lot of businesses in trouble in America for the past generation, because if I'm great at this, I'm going to hire someone like me. The problem is, who is doing all the stuff I hate doing? Well, hire someone like me, and we have two people not doing this stuff.

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