



## Home Business to Next Level

Hi, I'm Sharon Jurd, from Sharon Jurd Events; and today, I wanted to talk to you about getting your home-base business to the next level. Now I know a lot of people started out in their business just as a hobby, and what they did was set it up in their home. They did a little bit, and this craziness happened, and their business started growing and really they hadn't put a lot of foundations underneath to allow for expansion. They were sort of thinking, "Oh, this will just be a little thing I do on the side." And what's happened is it exploded and really, it's in chaos mode now because they haven't taken the time to really do those formations around the stable business. And that's okay. A lot of businesses happen that way, and you're not alone. If you're sitting there going, "What am I doing here with this little home-base business? And I want to take it to the next level." There's couple of things you can do. One, is really get those foundations right. Make sure that you've got the systems and the processes in place, so anyone can do the role that you've been doing so you when you employ people in it, it would be a lot easier to train them because the systems and processes will be there for them. Make sure that you do have software systems to enable growth. What systems are you using; do they need to be upgraded? The other thing is, making sure that you've got good people around you. You may need to hire new team members to support you in your business. Get a good mentor. Get a good coach that will help you identify the areas in the business that you need to cover off on before you actually go and expand it even further. It may not necessarily mean that you need to move out of your garage, but what you need to do is expand who you're marketing to, or some other areas in your business. Make sure you've got some good adviser around you, and don't go "wily nilly" because what happens is you get bigger and bigger, then the fall will actually get bigger and a lot greater. So what you want to do is make those little mistakes and make all those tweaks early on in your business before you actually jump into the big wide world, as the saying goes. So make sure you've got your foundations right. Make sure you've got some good people around you --- The team members, coaches, and mentors.



Make sure that your product is available to accommodate the orders or the increase in orders that may come; and that you've got all those systems and processes in place to help you expand more readily. I'm Sharon Jurd, from Sharon Jurd Events, and we'll talk to you soon.