



You Can't Do Business Alone

Hi! I'm Sharon Jurd and welcome to my Biz Blitz video and today I want to share a belief of mine and my belief is that **you can't do business alone**. Now if you are sitting there going, "Oh yes I can! I feel quite alone in my business." That's okay, please challenge me and leave comments underneath but I want to explain what I mean about you can't do business alone; because my belief is that in business, **you need customers, you need clients, you need suppliers, providers, and you need support**. All of these people are around you in business to make your business not only thrive and survive but actually operate on a daily basis. And so the question I wanted to ask you today is **who have you got around you?** Who have you got helping you in your business? Because if you're sitting there by yourself feeling alone, you probably are.

Yes, you might have suppliers and providers and so forth but who really has an invested interest in your success in your business? And most of the time you do feel alone as a business owner. I'm trying not to dwell on the negative but it is a lonely place out there being a business owner and entrepreneur. What I do is make sure that I have good coaches around me.

Many years ago, it was just the elite who had coaches or if you're a sports person you had coaches. Yes, sure, we've got personal trainers. They're our coach. Some of us have nutritionists and dieticians and they're our coach. But now, in reality, it's imperative for you to have a coach within your business because they look at your business in a different perspective. They keep you going when you want to stop. They bring you back on track when you get off track but the most important thing is that you don't feel alone and you've always got someone to talk to. You can call them up and go, "I'm having a bad day" or "I've got this client that I need to be focused on" and you can throw things at them and most of the time, if you just call your coach and talk to them about a problem or a challenge you have, by actually just saying it out loud you realise, "I know what I have to do." So who's that person around you that has that invested interest in your success in your business.

Yes, we have friends out there we can ring up and have a good whinge and whine to them and they will give us advice but you need someone who is totally focused on the success of your business. Who is that? If you can't name that person right now, you need to go and find that person. And that's one of the



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reasons why I founded SMJ Coaching Institute because there are coaches out there in the big wide world all alone. They were doing their own thing and working hard to find clients and then working hard to find clients who will pay them a lot of money and there was no support. You can get into Facebook groups and so forth but from a coach's perspective, I was hearing loud and clear, they're going, "I want to be a part of something." And so that's one of the reasons why I founded SMJ Coaching Institute because we can come together as a collective, we can refer clients to each other, we can chat in our groups. I run webinars and hot seat clients. If our coach has got a client that is outside the box, we hot seat that and we all learn how to manage that coaching client for our future reference. There are loads and loads of positive things that come out of being in a collective group. So if you're out there as a coach or a speaker, contact me and find out how you can become a part of this network that is growing throughout Australia and worldwide because there is so much activity. And I always say, you go to a seminar there is more business done around the bar than there is at the actual seminar.

And it's true, when you're outside of that learning environment, but it is a learning environment, where you're relaxed, it's a comfortable space, where you know people are not going to be judgmental and that they are at the same level you are and doing the same things that you are but not in a competitive way, you will get so much more out of hanging around these guys than hanging around people who are doing other things. Sure, they bring other benefits to your life as a relationship, but hang around the people who are doing what you do every day and that's why I founded SMJ Coaching Institute and I'm loving it! I love being a part of that collective, I love hanging around great coaches and speakers, I love the work that's happening between us and the referral basis and the support network that you just don't get from being alone.

So that's my tip today. My question to you is, who is the person that's invested in your business that you are hanging around and that is really focused on your success? Look out for that and become a part of a group, become part of a collective so you don't feel alone in business.

I'm Sharon Jurd. If you love this video and you think it would be of value to your family, friends or colleagues please share it out because I want to help as many



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people as I can and I need your help to do that. I'd love you to share my video and we'll talk very soon.