

Getting MORE done in LESS time! ☺

When I started really working the business, about 3 months into taking the products and as a gold ambassador, I quickly realized that time was NOT on my side. I had a 5 month old at the time, plus a toddler at home, and 3 big boys (well, if 5, 7, and 8 count as big!) to take care of. Thomas was working 80-90 hours a week and where we live, which is very rural, we had to drive quite a ways to go to the grocery, Walmart, or anywhere to shop. There is no such thing as grocery delivery or instacart on Kauai! So it was me and the kids 24/7 and I had a team that was RUNNING. Emily Gibson and I started figuring out Silvers and in the month of February we developed 15 level 1 silvers between the 2 of us. Just imagine the 3 way messages going off!

That led into hours of commenting on posts, starting a team page, sponsoring 3-6 new people a month and continuing to develop new silvers and beyond. IT WAS A LOT! Sometimes I look back and think "How did I do that all?" It's sort of a blur, but a blessed blur.

After about a year I realized there were so many things I was doing that weren't leading to outcomes that grew my business as quickly. I was spending a lot of time managing and commenting on social. It also really started to wear on me. I was getting burnt out by 18 months in and I realized I needed a new system. With baby #6 on the way I also realized I needed to get more done in less time. But really what I needed was this:

I need to get more of the RIGHT stuff done in LESS time.☺

And I have a feeling you need to as well. There are always things we avoid that we don't "like" about the business. What is it for you? Maybe it's messaging. Maybe it's IG because it intimidates you (been there). Maybe it's zooms. Or team trainings for new builders. Or back office combs to find the white lines, PERKS, or less than 100PV's. But there are things we truly need to prioritize if we are destined to grow in the way we want to. SO as you sit down to work the rest of the week and into the weekend, cause that's what big dreamers and goal crushers do, I want you to think about what the RIGHT things are that you need to fit into your schedule as priority. Here's how I prioritize my days:

Social media posting: I have committed to consistency here daily. Although I don't have rocket ship growth, I have steady growth and I enroll people because of that. I show up every day on social. (1 hour a day)

My biz: Personal contacts, samples, reach outs, phone calls, Facetimes (1 hour a day)

Level 1 new growers: they get me first because they are my babies (1-2 hours a day depending on the newbies I have)

Level 1 or adopted level one builders support with zooms, coaching calls, collaborations (1-3 hours a day depending on the season)

Team page and page content, team chats that are larger (like team wide): 15-30 minutes a day for team stuff

But what about actually making it work when you work or you're a mom with lots of kids?

Here are the golden hours to get things done:

First thing in the morning. I make my list at night. Jim Rohn says this "Never begin the day until it is finished on paper." And so it goes with me. I have learned through experience that if I don't write down and mastermind my day, I will wake up in a fog and never accomplish as much, plus my peace is disturbed when it feels chaotic.

The little lulls in the day with little ones. After breakfast my littlest ones love to play together. I work for about an hour while they play, door open, and they have access, but I work hard during that time.

Naptime: I have 2 hours during nap to crank the work out and I utilize it to the fullest. I've always worked during nap time and stopped napping when I started Plexus.

Mid afternoon lull: Most days there is a lull when my kids have finished school. Even before I homeschooled they'd come back from school and we'd do a bit of homework and then they'd be ready to be off and playing. I'd work for about an hour in that window before starting supper.

Sitting at sports/music practices: My kids played soccer, did junior lifeguard, and had piano lessons that took hours some days. While waiting, in between activities, etc I would squeeze in a call, messages, write a post, and do whatever I could so that when they were done I could be with them and talk with them.

When I had little itty bitty babies: Honestly, you sit and nurse a lot, maybe while homeschooling a kid or watching a movie with a toddler, but a lot of the time you are nursing alone and sitting....a captive audience. You can either scroll social media or work your business. I used those times to spend some moments savoring the sweetness of my baby but then after a bit I'd get to work. With a large family, I knew there was time for me to get a lot done in those moments. I wanted change in our family, so I made good use of nursing! Ha!

Activity: Take a few minutes in the next 24-48 hours to think about your days and where you have gaps. What could you do in those time frames to make sure that you have FREE time and down time to enjoy life, your family, make memories, and focus on other important things. YES, you gotta work for this, but NO it doesn't have to be every waking moment.

It's a 2 step process:

1 What do I really need to get done in my Plexus work? Am I avoiding anything that needs to happen and where can I fit that in systematically?

2 When are the time blocks and breaks in the day from other activities where I can fit each needed work task?

I know we all think we are the busiest person in the world, and many of you are insanely busy. But getting more done in less time is truly about getting more of THE MOST important stuff done, leaving the rest behind, and maximizing your little breaks, lulls, and in between times to move your business

forward. I know it can be hard, but it's actually much simpler than we usually make it out to be. Focus on what matters, leave the rest, and get down to business when it's time to work!