



Dear Janna,

The term "control freak" generally creates a rather negative picture of someone. However, a wise business owner knows that having the utmost control really comes from deftly delegating to those with the right skills, as I describe in my blog below.

I'd love to hear how you handle your control issues.

Janna

Calling All Control Freaks

Control freak is often an apt description of business owners. We like the ability to control our destiny, make our own decisions and see the impact of what we accomplish. The challenge comes with:



- Understanding how little control we actually have-- just a perceived control,
- Learning how to relinquish control i.e. delegate, for the business to grow and
- How to leverage our controlling nature into something successful.

An employee kept watching how the business was being run, the waste that was taking place within the business, how customers were being treated and the lack of profit being generated by the business. These frustrations led to his determination to start his own business. His premise was he would treat employees much better than his current employer, eliminate the waste taking place, treat his customers better and generate more profit. In essence, he wanted control over the areas his current employer struggled. He accomplished those goals. He learned a number of lessons in the process. These were his and others primary drivers for family business

In This Issue

Calling All Control Freaks

Growing Your Business

Accountability is NOT the Key to your Success

Action In Business Radio Show

Upcoming Presentations

This Friday, April 24, 2105, Janna will be speaking at the **2015 Rocky Mountain Project Management Symposium**. Her topic is "The Backpackers Guide to Business Success - Thriving in the Wilderness of Business."

The Keynote Speaker is Jim Collins, internationally known researcher, teacher and author.

The Symposium runs from 8:00 a.m. to 5:00 p.m. at the Denver Convention Center. We hope to see you!

More Details Here

Keynote Presentations

Are you looking for a Keynote Presenter for your business meeting, association or

ownership (and possibly entrepreneurship in general). The business owner is tired of:

- Following someone else's lead/orders
- Believes they can serve the customer better
- Has different ideas on how to implement the product or service
- Desires flexibility in their day to day lives and a stronger balance between work and home and
- Can make more money, i.e. profit

[Read Entire Blog](#)

Growing Your Business

Here's a recent article by Martin Zwilling on Forbes.com that's worth reading:

[10 Innovative New Global Ways To Grow Your Business](#)

Accountability is NOT the Key to Your Success...

by David Holland, MBA - Coach, Trainer & Speaker

You'll hear this term thrown about in seminars and workshops--usually linked with Responsibility and Ownership...

But what does it actually mean...?

If I am going to be held accountable for my actions, results and behavior; I am going to be really careful what I do...

For example - and you can try this...

When you are driving next - just check on these few points...

1. Do you ever exceed the speed limit - especially when entering a built up area or on transitioning between zones...?
2. Do you let the wheel spin through your hands rather than slide it through from hand to hand...?
3. Have you ever eaten a sandwich, had a drink from a can or bottle, or lit a cigarette whilst driving...?
4. Have you ever followed a car closer than recommended in the Highway Code...?
5. Ever exited a roundabout without indicating...?

[Read Entire Article](#)

Action in Business Radio Show

The Action in Business Radio show with Janna Hoiberg is all about providing clarity to business owners and helping them achieve their dreams!

conference?

Check out my **website** for presentations that might meet your needs. This is not only for Colorado, but essentially anywhere in North America.

I would love to present to your group. Give me a call for the fee structure and how to make this happen for your group.

Presentations include:

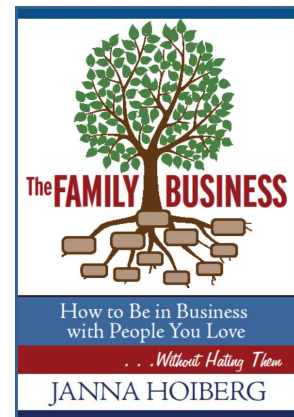
Becoming a Person of Influence

How to be In Business With People You Love - Without Hating Them

Eating Frogs for Breakfast

The Backpackers Guide to Business Success (NEW)

If You Build It They Will Stay - Keys to a Winning Team



Click the image above to order Janna's latest book:

*The Family Business
How To Be in Business
with People You Love...
Without Hating Them*

[Join Our Mailing List!](#)

Here's a link to a great show on Branding with Suzanne Tulien from Brand Ascension:

Stay Connected



[Effective Branding](#)



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