



MY POWER SERIES

ENTREPRENEUR EMPOWERMENT

Let's Get Started

- ✓ 30 mins fireside / 30 mins networking
- ✓ Please save questions for networking
- ✓ Enter to Win Free Advertisement Complete Survey using QR Code
- ✓ Visit Pursuit's table for funding options
- ✓ Join us June 28 "Strengthen Your Grip"



MAY PRESENTATION

**DON'T WASTE
MY TIME**



EVENT MODERATOR
KEIAH SHAUKU



GUEST SPEAKER

DETRA TRUEHEART



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EAST BUFFALO
DEVELOPMENT CORP.

x



Bailey Business Association

IN ASSOCIATION WITH
DISTINGUISHED PARTNERS

Say “No” Before You Say “Yes”

- ✓ Whenever you say yes to a task, you are saying no to something else, usually yourself.
- ✓ Don’t be afraid to decline an offer if it does not align with your goals or mission.
- ✓ If saying no to someone is a deal breaker for your relationship, it is a relationship you can do without.



Identify Time Wasters

- ✓ Problem-orientated people, opposed to solution orientated people – these people tend to talk in circles.
- ✓ People that take more than they give, these people can be identified by observing their conversation, it is usually focused on themselves – consistently.
- ✓ People that throw information at you with no summary or offer for further discussion.



Three-Dimensional Prioritizing

- ✓ Typical 2D approach considers:
 - Urgency – how soon it matters
 - Importance – how much does it matter
- ✓ Next level is the 3D approach, which considers:
 - Significance – how long does it matter
- ✓ Long term returns (i.e. team trainings, automation, research), increases return on time invested. Use time to make time.



Keep Meetings Short if at ALL

- ✓ Convert status updates into an email.
- ✓ Meetings should include adding new perspectives, troubleshooting, and scaling.
- ✓ If the goal is dialogue, there should be a meeting.
- ✓ If a meeting is necessary keep it be 20 or 40 mins.



Be Honest About Your Habits

- ✓ Be ruthlessly honest about habits that consume you or reduce your energy - observe your routine.
- ✓ Be bold in shortening non-value added conversations.
- ✓ Put off the insignificant tasks – different from procrastination.
- ✓ Make tweaks not changes.





MY POWER SERIES

THANK YOU & ENJOY!



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PRESENTATION TAKE AWAYS

Time is more valuable than money
Say "NO" before you say "YES"
Conflict-orientated "takers" are Time Wasters
Think three-dimensionally about time
 Always consider SIGNIFICANCE
 How long will it matter
 Long-term time savings outweigh short-term relief
Meet only when needed - keep it short and impactful
Be honest about how you waste your own time

TOOLS - SAVE MONEY & TIME

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MAY 2023 BUSINESS NETWORK SERIES

DON'T WASTE MY TIME

WEDNESDAY, MAY 31, 2023

ATTENDEES

AGE 21+
ESTABLISHED
BUSINESS OWNERS

LOCATION

VARSITY THEATRE
3165 BAILEY AVE
6PM-7PM



GUEST SPEAKER

DETRA TRUEHEART

TrueheartSpeaks Enterprises, LLC



EVENT MODERATOR

KEIAH SHAUKU

NEED BUSINESS FUNDING?



MY POWER
ENTREPRENEUR EMPOWERMENT

This NO COST monthly 5-part series is designed for established east side business owners. The MY POWER SERIES pulls the veil back on entrepreneurial success and connects you with other business leaders...over FREE FOOD & COCKTAILS! Join us the last Wednesday of every month May through September 2023 from 6-7pm.

MAXIMIZE YOUR TIME WITH AWARD-WINNING EXECUTIVE COACHES

This month's presentation offers down-to-earth insight into tools and methods to unlock your most efficient self. Our guest speakers have worked with Buffalo's most successful organizations and their leaders to activate the power of compound "ROTI" (return on time invested).

Join us each month May through September for one hour that will elevate your business success and expand your high-value network.

Register at www.MYPOWERSERIES.org

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