

to start. The invention of personal computers, ipads and such allows a tremendous opportunity to develop systems that can save time. It's just a matter of finding the time to learn them so you can save more time. Some of these devices seem to be more work than they are worth, but there is no doubt they have made a lot of things more efficient. They have also opened the door to communication both from an individual and group perspective. The sharing of ideas promotes efficiency. Ask, seek and share with other people in the industry. It will only make us all better at saving time.

Another avenue is taking a seminar or class pertaining to becoming more efficient or dealing in an area of interest that will make you more proficient at that individual interest. There are many of these opportunities both locally and nationally. It has been my experience, however, that it's one thing to take one of these seminars and hear the thoughts and ideas, quite another to actually follow through and implement or incorporate these ideas to help become more learned or efficient. To take a class and not use what is taught you is simply wasting time.

If you put your mind to it, I am willing to bet you can come up with many ways and many vehicles for which you can become more efficient and save on more time. Too often we get caught in a trap of focusing all that needs to be done, thus becoming overwhelmed instead of compartmentalizing, and developing systems with which to deal

with individual or sets of issues. I will not refute anybody that says people have more on their plate than ever before. However, I would respond that there are more tangible things to help manage those issues than ever before.

My parents and parents-in-law are in their seventies and eighties. Though slowing down the past 10 to 15 years they are still active and able to do things in life. If I had a dollar for every time I heard we are so busy or we just don't have the time I might have enough to fund the new Vikings stadium.

As I look at their lives in retirement during that time I am amazed at what they consider busy. Their busy is about 45 minutes of my life but it seems to consume them and put them in a mind-set of: "I'm always busy." Think about this: how many times do you greet somebody and within five minutes the words I'm so busy or I've been so busy come out of your mouth? More than you probably realize. Stop it! It's counterproductive, the person you are talking to probably is two times busier than you and you sound like a whiner! I know, I've been that person.

Instead, make a pledge to come up with a positive thing you have done that helped make you more efficient to share with that person. It's a big challenge but you have a lot of time this winter to work on it!