

Are We There Yet?

By Carol Gegner

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Imagine getting ready for your vacation. You pack up the car, everyone piles in and the journey begins. An hour later you hear the infamous question from the back seat, “are we there yet?” That is usually followed by two more questions: “how many more miles do we have to go?” and “how many hours till we get there?” There’s even a television ad showing how universal that scene is around the world.

To entertain the kids you start devising games to hold their interest and make it fun. After all it’s not just about reaching the destination; it’s about the journey you take to get there.

The question “are we there yet?” doesn’t only apply to vacations. You can ask the same thing about your business. As a business owner you established both short and long term goals. Where is your business in relationship to those goals? This is the middle of the fiscal year for many of you in business. How close are you to being where you want to be at year end? Are you there yet?

Perhaps you are the leader of a team project in your organization. The project has many changes and the team is becoming disgruntled and impatient. They want to bring the project in on time and one budget. The team just wants to reach the destination and yet you are in charge of the project’s journey.

Are you in a multilevel marketing business? As the manager of your team you set goals with your team. At each meeting the team asks, “Are we there yet?” They are so close to becoming a top producing team. Again, they think it is the destination and you know it’s the journey.

The journey starts with a vision. We need to know where we are going and create excitement around that. We use travel brochures to create the vision and excitement for vacations. In business we all need to have a clear vision of where we want to go and then communicate that vision with our teams and colleagues. We need their help in getting there.

The next part of the journey is the need to focus on how we will reach that vision. Without focus we lose our way and wander around in endless circles. Most of us use maps to navigate towards our vacation destination. We might make a few wrong turns but eventually we find our way. The maps we use in business are goals and action steps that move us closer to the vision. Yes, we sometimes make mistakes and take wrong turns in our business. We learn that mistakes are an important part of the journey.

“Are we there yet?” is only a beginning question. It helps us to not only look at the destination but to discover we are on a journey. Remember it’s not always about where you are going. It’s about how you get there.

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