

Discovering the Magic of TEAMWORK

By Lois R. Thompson

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"Discovering the Magic of TEAMWORK"

This article speaks to the importance of incorporating 'Teamwork' into your business life. It's power and importance is essential in your success.

This is a content-rich article which I believe will be enlightening and beneficial. This article is approximately 800 words and formatted to 65 characters per line.

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by Lois R. Thompson (c) 2002

I'm sure you've heard the saying "No man is an Island unto himself". It rings true not just in day to day life, but very importantly in your business life also. The ultimate dream of all entrepreneurs is the concept of being "self-employed". Being in business for one's self. However, although you are in business for yourself, you are not in business by yourself.

Just in case you think you are, the credit side of your accounting system will soon prove you wrong. It will be in the deficit. Without TEAMWORK your enterprise is headed for failure.

You see, in order to succeed in any entrepreneurial venture, we all need the help, contributions, support and leadership of others.

Regardless of your type of business, products and or services you Need the support and assistance of others to succeed. We all have to work as a team to achieve success!

Today, I want to talk about TEAMWORK! It's power and importance is essential in your success.

Let's take a look at some of the basic components of Teamwork:
Cooperation, Support, Leadership.

Cooperation:

First, let's look at the definition given by Webster's:

"The act or fact of cooperating; joint operation or action; the combination of persons for purposes of production, purchase, or distribution for their joint benefit; a state of organisms living in a colony, the mutual benefits of which are greater than the disadvantages of over crowding."

As you can see from the definition of the word 'cooperation', Teamwork is a fundamental part of any business organization.

If you are working only for your own benefits, no-one will benefit - Including You!

Support:

Support your organization in EVERY way you can, teach them everything you know. Focus on helping them building their business. Do you have proven effective strategies? Share it with them. Do you have an Auto-responder series that's scoring you points? Then allow your team to copy it. Freely tell them what works for you...that's a part of effective TEAMWORK!

Leadership:

Many people try to 'manage' their organizations rather than lead it. Although good management is needed, managing and leading are two entirely different issues. Leadership skills are necessary and can be developed with time and effort.

A leader understands that he/she is leading personalities with value systems, goals, fears, hopes and dreams all uniquely different.

As a leader, here are some questions you should be asking the people you intend to lead:

- * What are your dreams?
- * What are your goals?
- * What are your plans for achieving your goals and dreams?
- * What is your greatest fear?
- * How do you plan to achieve your objectives for this business?
- * What are your plans for overcoming obstacles?
- * What do you do best and how do you plan on implementing that to your team?
- * What are your weaknesses and your plans for overcoming them?

Ask open ended questions; draw them out. "Tell me more? What do you mean by that, exactly? Why do you say that? And? Yes?"

When your people are motivated and have a vision and clear goals, with effective leadership they will achieve their goals and consequently yours.

In discussing the principles of Teamwork, let's take a look at the body. The body is magnificent. It's made up of numerous organs. Each organ working in cooperation with the others like a collectivist society, each working for the best interest of all.

Can you imagine if one or two of your organs decided they would work independently of the rest.

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