

Exciting Maths, Time Savings and Fewer Meetings!

Based on an article by **Andy Bounds**, Sales Trainer and author of “The Snowball Effect”.

Here’s some exciting maths for you:

- If you save **ONE hour per week**
- For every week of the year
- You’d save **52 hours over the year**
- Less a few weeks’ holiday – let’s say, 45 hours per year
- That’s **ONE** working week per year

In other words, the top and bottom bullet points show that:

Saving ONE hour every week saves ONE working week every year

Nice.

Now, on a different topic – two questions about meetings:

1. Do you have too many of them?
2. Of the ones you do need, are they too long?

If you said “yes” to either, the solution’s really simple:

1. **Stop** the pointless ones
2. **Shorten** the others

I bet if you did this, you’d save at least ONE hour per week. Which is ONE week per year.

A week you would have spent in meetings!

Therefore...

Action Point

Look ahead to this week’s meetings. Which can you remove? Which can you shorten?

And now do it - remove/shorten them.

Do this every week, and you’ll save days!