

**A Life You Love™**  
An Ezine for Today's Busy Woman  
Stop Running and Start Living!™

**Practicing Self Care Part 6**

**The help of experts**

We all need experts in our lives. It is best not to wait until it is imperative to have them. I have already told you how I feel about having the right doctor for you, not your insurance company, or the doctor, you. I also know several great attorneys, two that I just adore. Some of the other experts I am still working on. I am still building on one of my teams. I will not settle for anything but an excellent match.

When you wait to choose an expert until you need them and have a situation, you might not pick the right one for you. There may be a reason why someone is available in a hurry and it is not always the law of attraction at work. It is imperative to build your support team of experts.

Sandra Yancy, founder and owner of eWomen network, spoke recently at a dinner I was attending. She spoke openly and honestly about starting and growing her business. One thing that she offered was in regards to banking and selecting an attorney. She said that she regularly takes the daily deposit for her business to the bank herself. She stops in at the bank manager's door before going to the teller and before leaving the bank, in order to build a relationship with her banker. She said that there were times when she needed a hold on a fund released or a business loan, and that having a positive relationship with her banker helped.

Sandra also said that visiting an attorney before you have legal problems is the best way to get to know an attorney. Make a consultation appointment and talk about your concerns. The attorney can help you to understand some pitfalls, and recognize them before you have a problem. Take your attorney out to lunch; treat your attorney how you would like to be treated. Everyone has at least heard an attorney joke or two, but when a problem comes up, I bet all would love to have the private cell phone number of their attorney. I have had mine for several years. I only call it when necessary. I do not violate her privacy, boundaries, or make unreasonable demands. I value and trust her.

Sometimes I have to recommend that my clients, potential clients and others seek counseling and/or therapy. There is only one person that I recommend. If his practice is full, or he cannot serve the person in some way, I trust that he will refer the person to the right expert. I can honestly say that knowing I put people in the right hands when I refer them is a wonderful peace of mind that I have. The person I recommend I have taken my own family members to, after trying several others to no avail. He does not automatically recommend medication to those who seek his services, which is something I very much respect. Again, knowing the right person for the situation is of vital importance.

Several times, I have worked with the wrong person for my team. Even though I know many people who fear making costly mistakes when hiring an expert, I have found wrong choices to be very valuable learning experiences. I know that when I make a wrong choice for me, I am closer to making a right choice. I have also learned that there are times when I can do some things myself and do not need an expert, or need to fine-tune the type of expert I am looking for.

The best understanding I have about choosing my team of support experts came from reading E-myth revisited. In one of the chapters of the E-myth book, the author tells the story of a hotel or motel and how efficiently it was run. The trick was that the owner took personal interest in whom he hired and shared with them his vision. Because this man spent time with his prospective employees, he knew if those people understood and valued his vision. The people who valued his vision were the employees he hired. The lesson is to seek those who have the same values about their area of support and expertise as you do. Then you have the right person for your team.

Warmly,  
Margaret

Successful people feel that having a coach is the key to their success.  
Have you made a commitment to your success? Do you have a coach?

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**Initial consultations are complimentary.**

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