How to Make Money as a Coach in a Few Hours a Week with Neill Williams

with Neill Williams · Hosted by Kathi Burns, CPO®, Business FLOW Strategist

Neill Williams was an actuary managing a big team and working 60 to 80 hour weeks when she decided that nobody cares how many hours something takes, only that it gets done.

- [ ] Decide how many hours a week you want to work, and build your schedule around that number.
- [ ] Judge your work by what gets done, not by how long it took.
- [ ] Give creative work open, spacious blocks and put checklist tasks in tighter blocks back to back.
- [ ] Split your week into employee time and CEO time, and make sure the CEO bucket isn't empty.
- [ ] When you notice you're spending more and more time doing, pull things back.
- [ ] Before you decide to work tonight or this weekend, ask how you'd solve the problem if more time weren't an option.
- [ ] List what you do as the employee and what you do as the business owner, and set a ratio for each.
- [ ] Delegate tasks that sit below the CEO level.
- [ ] Revisit your time ratios as your business grows.

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