



DIAMONDBACK CONSULTING INC

A Service Disabled Veteran Owned Small Business

Acres of Diamonds, Part 2

In Part I we discussed that most of us are standing in our own acres of diamonds and do not realize it. The article ended that your real education started when you left home and went out into the world. Let's now look at your acre of diamonds.

Diamonds do not look like diamonds in their natural state no more then iron ore looks like the ship, car, or building it will become once processed. You need to develop an eye for your industry just as a stranger who sees your pasture as greener then their own. This discerning view is something called intelligent objectivity; it is seeing everything with new curiosity and seeing it objectively.

Intelligent objectivity requires you to ask questions about your job and industry. These questions should challenge your view of the industry and break you out of the self imposed limits you've placed on yourself. Some questions might be; what framework of industry does your job fall? Do you know all you can about your industry? How long has your company been in this industry? What is your industries annual dollar volume? What is your company's annual dollar volume? What is the industries projected growth over the next 1, 5, and 10 years? What is your company's projected growth over this time frame? Has your industry grown by ten percent in the past year? Is your company growing with the industry? Have you grown with your company and your industry? Have you contributed to your company's or industries growth? How do you become indispensable to the industry? Are you seen as a pro in your business?

To become a pro in your business I suggest three areas of study. One, your company and the industry in which it operates, two, your job and the next step in the job, and three, people. These three areas are common no matter what industry your job is connected. An article a day, a book a month, and careful observation will slowly build your knowledge of your business and industry until you are a recognized expert. It's the experts who set their pay.

If this all sounds like a lot of work, well, it is but hard work never killed anyone. Besides, no matter what anyone says it is only through hard work you will find what you seek.

This work enables you to become a contributor to your industry. You will be preparing yourself for the opportunities that will present themselves. These actions are sowing the seeds of success and you will reap the benefits of this work.

Spend one hour a day five days a week in the study of your industry. Five hours a week in the preparation for an opportunity that will change your life and positively impact you, your family, your business, and your community. If you commit to this self study and stick with it you will become an expert in your industry in five years or less. I guarantee you that you see opportunities others miss.

By becoming an expert in your industry you will be able recognize an unusual stone as a diamond in the rough and you will have your acres of diamonds.

If you follow this simple plan I guarantee that you will find diamonds (opportunities) at your feet that others see as plain old rocks (same old job).

What are your goals? Read about goals in the next newsletter.

These newsletters are free and published every two weeks. To read previous newsletters go to www.DBackinc.com. Go to Published Work.

Diamondback Consulting provides its customers with [Common Sense Solutions](#). Visit the website, decide what you need and tell me on the [Contact Form](#) or call me at (814) 244-8240. If we do not have the solution we know many companies who will. Visit the website and tell us; we'll find a way. There are no problems...only solutions looking for a challenge.

Coming in March. A political website for [Common Sense Government](#) with a bi-weekly newsletter. This website is a grass roots effort to restore commonsense back into government and return to a government of "We the People..." To sign up for the newsletter, be a guest columnist, or advertise on the website contact Steve.

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