

NLE Quick Tip: An Integral, Balanced and Focused Search Practice and Life

Many times when we think of a balanced search practice, we think of making the right number of recruiting and marketing calls. We need to find the time to plan and the time to execute. We need to make sure we have some time carved out for learning and some for researching. We need to make sure we are in the market on the phone, but also using technology effectively. These are all true, but possibly the key to a balanced search practice is actually first establishing a balanced life, and as a result the balanced practice becomes a natural outcome.

Meeting: “Balanced Search Practice and Life”

There are 168 hours in a week. Removing the amount of time an average person sleeps leaves roughly 120 hours per week to allocate attention and focus. Think about your last week and ask yourself, “*Where did the time go?*” Did it go there because you planned it that way, or was it simply the result of going through the motions? If we can learn to plan the allocation of our most precious resource (our time), then we may value it more. Therefore, we must learn to become focused and productive while in one dimension, and still allow for enough time in other dimensions.

Having a balanced life means ensuring that life itself is multi-faceted and those facets are defined. We need to then apportion the correct amount of attention to each area. Prioritization is then determined by *attention allocation* rather than *intention* of attention allocation. In each area there are activities with varying degrees of urgency and importance; if urgency always rules decisions, one will easily feel out of balance. Important activities, while not immediately urgent, are frequently better uses of time than urgent ones.

These eight areas compete for the one commodity we can offer, which is time:

Family	Friends
Spirituality	Self-Development
Self-Indulgence	Physical
Work	Charity

Jeff provides some fantastic discussion points around implementing a more balanced search practice and life. Take some time as a group or individually to answer the following:

Determine if and why you care about each of the eight domains. What does it mean to you and how important is it? What are the consequences of the lack of quality time and what are the benefits of proper attention allocation? Simply put, what is important to you and why?

- Family _____
- Friends _____
- Spirituality _____
- Self-Development _____
- Self-Indulgence _____
- Physical _____



- Work _____
- Charity _____

Select two categories above that you feel you have the greatest gap between desire and achievement: _____

For each of those two areas, what is your specific action plan to take steps to close that gap?

- _____
- _____

What is the amount of time needed in each area to achieve your desired balance?

- _____
- _____

Create an “attention plan” that details out this time.

- _____

- _____

Identify potential hijackers and distractions of the plan and create solutions to minimize them. In other words, what is going to stop you? What old habits do you feel you might fall back into? What or who will help you stick with your action plan? _____

How often will you track and review? _____