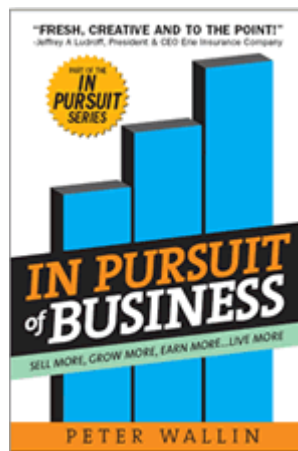




Life Planning for a Balanced YOU

Peter Wallin

Author of In Pursuit of Business



□ www.InPursuitOfBusiness.com □

□ How balanced is your life? Take this quiz, read below and find out!

Life Planning for a Balanced YOU

from PETER WALLIN

Score 1 point for every YES answer below

(Physical Fitness)

Y / N

1. Do you participate in at least 1 organized sports program (softball, golf, bowling, tennis)? _____
2. Are you proficient? Do you consider yourself a good athlete + contributor to your team? _____
3. Do you participate in aerobic exercise a minimum of 20 minutes at a time – 3X a week? _____
4. Do you have a set time and schedule to exercise each week? _____
5. Can you jog 1 mile in 12 minutes? If over 55, can you walk 1 mile in 20 minutes? _____

Score 1 point for every NO answer below

(Workaholism)

Y / N

6. Do you eat lunch 2 or more times each week at your desk, or skip it because you're too busy? _____
7. Do you find it difficult to do nothing? _____
8. Do you worry about your work when you go home at night and on weekends? _____
9. Do you usually forgo vacation plans because you felt it was more important to get back to work? _____
10. Do you socialize with work associates more than any other type of people? _____
11. Is your conversation at home and at family functions dominated by your work? _____

Score 1 point for every YES answer below

(Intellectual & Cultural)

Y / N

12. Have you attended a concert or live theatre in the past 3 months? _____
13. Have you visited an art gallery, museum or library in the past 3 months? _____
14. Have you seen a movie outside your home in the last 2 months? _____
15. Have you watched an average of less than 2 hours of TV on the nights you've been home in the last month? _____
16. Have you read a non-work related book in the last month? _____
17. Have you learned something TOTALLY new in the past 6 months?
(learn a foreign language, understand stock market, discover a new Internet tool) _____

Score 1 point for every YES answer below

(Community Involvement)

Y / N

18. Are you an active member of a social organization that meets a minimum of 10X a year?
(Country Club, Book Club, Social Group) _____
19. Do you participate on a regular basis in an intellectual or service organization?
(Rotary, Toastmasters, United Way Board) _____
20. Are you involved in any volunteer / charity work (church, hospital, food bank)? _____
21. Have you become involved in an endeavor that's completely new to you in the last 6 months?
(Join new club, open a bank CD or IRA, take an educational course) _____

Score 1 point for every NO answer below

(Career Acceptance)

Y / N

22. Do you find yourself unwilling to take on new challenges at the office? _____
23. Do you feel uncomfortable meeting people for the first time? _____
24. Do you often feel bored at work? _____
25. Is the last dare you accepted long since forgotten? _____

Date _____

Total Score

Date _____

Date _____

(Take this test every 4-6 months to mark your improvements)

Score: 25 = You're Perfect!
21-24 = Very Good
16-20 = Acceptable
13-15 = Needs Improvement
12-below = It's time to change

"Live today as if this were the last day of your life, because one day— you'll be right!"

The Purpose Behind the Priorities

Physical Fitness

It's not that you have to be a heavy-duty weight lifter, but it's good to be in shape. It gives you energy to make it through your days. If you suffer from the mid-afternoon "drowsies," take a walk and I think you'll find you'll have more energy to carry you through the evening. Practicing good physical fitness habits also boosts your attitude about yourself. Energy begets energy! Finally, once you get your walk or trip to the gym out of the way, you can cross it off the "accomplishment list" because you certainly did something for your health that day!

Workaholism

We're all so busy, it's vital to get away from your desk and your routine every once in a while. Don't be afraid to walk away from your computer—it's not going anywhere, and neither are the phone or email messages. Strike a balance and aim not to take home at night, or, if you work at home, shut off the computer and close the office door. Spend time with your family, spouse, significant other and pets and *get* a good night's rest. When I was starting my business, I was working 50-60 hours a week, but I made a point of always being home for dinner and to spend some time with my wife and kids. It's true what they say about balance—it's important to a healthy life and it makes your productive hours more productive.

Intellectual and Cultural

Besides getting a break from your work and world, it's good to open your horizons and take in some other worlds too, such as literature, art or even a movie. It's good for keeping your own mind sharp, and it also provides fodder for intellectual conversations with others.

Community Involvement

Community involvement is also good for the soul. Giving your time can turn out to be quite the gift to your community—Little League teams, chambers of commerce, church organizations and social clubs all need that natural resource for growth. In addition, it expands your centers of influence and friendship base—which means your customer list will also expand as well.

Career Acceptance

I think you've got to enjoy what you're currently doing—even if you don't want to be doing it forever. Find ways to be the absolute best at the job you're given today and good things will happen. You'll get noticed by your current employer—or another one who wants you to bring your enthusiasm to their office. Give 110 percent dedication to your existing job, while remaining open to new things. Also, remember to take a dare once in awhile. Take a chance on something new such as a big assignment, even if it creates more work for you. That's the formula for advancement.

□ About Peter Wallin

Peter Wallin has over 20 years' experience in sales and management and has worked with hundreds of small businesses using his unique style of marketing and relationship building.

Wallin has participated in numerous self-development projects, including Dale Carnegie Graduate Assistant, Anthony Robbins Mastery University and Toastmasters International. He gives numerous speeches and workshops on marketing, customer service and *In Pursuit of Business*.

He is also released his public speaking CD, In Pursuit of Speaking, available at [In Pursuit of Business](#).

Among numerous community and industry awards he has earned the F.W. Hirt Quality Agent Award from Erie Insurance, a *Fortune 500* company. As an ambassador to small businesses throughout the country, Wallin shares success secrets for unlimited sales and growth.

Prior to starting his own business, Wallin worked for 11 years with Nationwide Insurance, both as an agent and a sales manager. He worked closely with almost 100 agency businesses during his tenure, teaching and discovering marketing, employee development and other techniques vital to operating and growing a profitable business.

His business is headquartered in Elmira, New York.

To discover more about the book In Pursuit of Business, visit www.InPursuitofBusiness.com.