



THE DELAYED SECRET TO SUCCESS

Delayed gratification or long-term thinking means that you are doing something today knowing you will see the payoffs in the future. Practicing this in business is about positioning yourself for the long-term and excels compounding of all systems in your business.

We all know the benefits of long-term thinking and compounding for our clients but it also works in all areas of your business.

These questions will help determine if you practice delayed gratification:

- Do you nurture prospect relationships knowing there will be a positive outcome?
- Do you invest in client loyalty strategies today to build lifelong loyalty?
- Do you invest in client management systems for the long term payoff?
- Do you build and nurture client relationships knowing that the future business will come?

Delayed gratification in business (and in life) takes patience and determination but it is absolutely worth it and should be considered as the key to business success.

*When you **transform** your **thinking**,
you transform your **actions** and
when you transform your actions,
you transform your **results**.*



Michael Morrow, CFP

Mike will breathe life into your next event with his insightful ideas, passion for the business, and captivating presentation.

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THE DELAYED SECRET TO SUCCESS CONTINUED

ROOM FOR IMPROVEMENT

The practice of delayed gratification is a powerful habit that you can build. Consider adopting these ideas:

- **Define your vision:** Schedule time to think about your future and plan what you want for your business. Write down what you see in 10 or 20 years. Outline the benefits to you and your business.
- **Identify your goals and objectives:** These will support your vision and help you stay on track. Check in with your goals and objectives regularly to ensure that you are not distracted by fleeting new ideas.
- **Build systems that support your long-term goals:** Develop business systems that support your goals and involve your team. Telling others on your team about your goals will not only help you stay committed but they too will then work toward the same goals. Consider working with a mentor or a coach. Guidance from people outside of your firm can be integral to your success.

It's important to continue to make consistent improvements toward your goals and stay focused on the fact that you are building a business.

These tips will help you develop the habit of delayed gratification. Delaying gratification gives you a sense of control over your business, your decisions and your actions. In return, you will be even more driven and motivated. It's a powerful habit that you can build today to reach your highest potential and a live a well-rounded life.

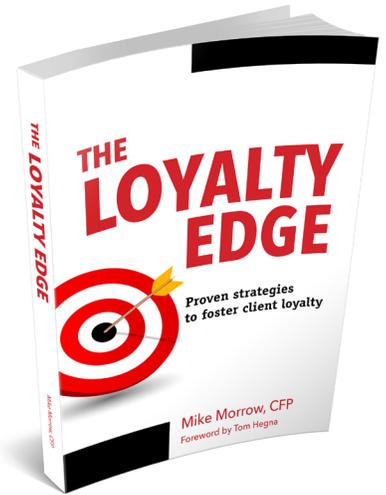
“
Don't judge the day
by the harvest
but by the seeds
that you plant.
”
– Robert Louis Stevenson

Mike Morrow, CFP, has been a Financial Advisor for 25 years. He understands the importance of client appreciation and the power of client loyalty. Mike is an International Speaker who shares his award-winning ideas all over Canada, the United States, Mexico, Poland, Asia, Australia and New Zealand and at Million Dollar Round Table events, including MDRT UK 2015, The 2012 MDRT Experience and The 2012 and 2009 MDRT Annual Meeting.

All of Mike's presentations qualify for CE credits

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*Sol Hicks, Top of the Table
Member and Speaker*

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