

## WHY PEOPLE DON'T FOLLOW-THROUGH ...And What You Can Do About It

**Procrastination can stymie achievement and productivity. Few things can hinder success and effectiveness more than inaction. Here are the causes of a lack of follow-through, and how to avoid them.**

In my work with executives, managers, service professionals, and entrepreneurs, I have found four recurring themes in why important things are put off.

**1. Procrastination**—You let other tasks come first. The “tyranny of the urgent” causes us to attend to the items that clamor for our attention, while sometimes neglecting the more important, though less urgent, tasks to our eventual detriment.

**Solution:** Set aside reserved time to do it, or it won't happen. One entrepreneur in the start-up phase of a business found he was much more successful in taking time for strategic planning when he blocked out certain hours of the week for it.

**2. Disorganization**—You aren't set up to be able to do it, or it's seen as too much of a hassle. Sometimes we don't follow-through on things because of the perceived obstacles and anticipated difficulty involved. If it were a snap to do it, it would be taken care of quickly.

**Solution:** Develop a system; get things organized. Take the hassle out of any job, and you increase the chance it will get done sooner rather than later. In my achievement coaching with business and professional people, often one of the first things we work on is “decluttering.” By reducing the clutter that bogs us down, and increasing the level of organization, tasks get done more smoothly, easily, and quickly. Once the hassle factor is eliminated, so is procrastination.

**3. Resistance**—You don't want to do it. While we may be motivated to achieve and be successful, we may be unmotivated to take on certain tasks that are necessary to our success.

**Solution:** Question whatever reasons you have not to do it. Convince yourself to do it. “Successful people do the things that unsuccessful people are unwilling to do.”

**4. Fear**—You are afraid something bad will happen, so you avoid. One woman considering a career transition found what appeared to be a great career move. When it came time to make the break with her current employer, she stumbled, due to her reluctance to let go of a known and more secure situation, and her fear of disappointing her current coworkers.

**Solution:** Confront your fear. Emotions can be funny things. They can fuel productivity, or hold us back from achievement. But most fears are, after all, irrational. Dispel any negative self-talk.

**Bottom Line:** Figure out what holds you back, and deal with it. Follow-through on important tasks, and your effectiveness and career will more freely flow towards success.

### What Else Can Help With Your Personal or Career Success?

Career coaching is all about helping people become more effective and successful in reaching their goals.

Whether individuals pay for it themselves, or their companies foot the bill, more and more people are seeking out partnerships with professional coaches to help them close the gap between where they are and where they want to be in their personal or professional lives.

Career coaching is a service offered by professionals to help people create a successful personal and professional life. Some people use it to make life or career transitions, some to create some balance in their lives, others to upgrade existing career goals, become more effective leaders, or deal with changes taking place around them.

Coaching is a relationship and place where clients stop everything while they look at their life, how they are doing, and whether they are headed in the direction they want. It is a place to learn, make changes, and develop skills and competencies.

Action is often why clients come to coaching. Often, clients may be competent and successful in many areas of their life, but there is one area where they cannot seem to make the changes they would like. Or, they have a nagging sense that they have the potential to be more successful than they are. They want the structure of a coaching partnership to help them get into action and stay in action toward their goal. Coaching works because its not easy maintaining momentum alone. Coaching provides the focus and support people need to stay on task, remain in action.

Can people do all this on their own? Sure, but many (most?) don't. A coach helps you get your best from yourself and your life. Coaching helps you reach your goals more quickly and easily than would be otherwise possible.

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**Free Introductory Consultation**