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Distinguishing "Skills" from "Talents"

Are you aware of the difference between your "skills" and your "talents"?

I think of a "skill" as something I can do, whether I like doing that thing or not.

I think of a "talent" as something that seems to come to me naturally and that I love to do. In fact, when I'm doing that thing I just seem to lose all sense of time.

Why might that be important to you?

Because I know many of you have your own businesses. And it's easy at first to try to do as much as possible yourself if you have the "skills" to do those things. After all, most businesses are on a tight budget at the beginning.

There's nothing wrong with that. But, be aware that the more time you spend using your "skills", the less time you can spend using your "talents" and therefore the less motivated you're likely to feel...and that in itself can affect your bottom line!

Right now my CPA is my best friend. Why? Because he helps me look at my financials and see where I can reasonably afford to pay others to do the "skills" type work which frees me up to focus on my "talents".

You can start doing the same by drawing up a simple list of all your skills and talents and then separating them into two separate lists - a "skills" list and a "talents" list. Then when looking at the "skills" list and ask yourself these questions:

1. "Can I afford to pay someone to do this?" (or often you can exchange your "talents" for their "skills").
2. How would that make me feel about moving forward with my business?

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