



Two Laborers - A Short Story

A story:

Many years ago two hard working guys took jobs as laborers digging ditches. The first laborer worked hard 10 hours a day but never lifted his head up and looked around. Forty years later he was still a laborer.

Whereas the other guy also worked 10 hours a day but after a year or two he asked for and received training to learn how to lay brick. After working as a mason for 5 years he figured out how to oversee other men for the owner and became a foreman. Finally, he took a big chance and started his own masonry company.

Did he really work harder than his associate who 40 years later was still digging ditches 10 hours a day?

Now more than ever you need to both work hard and work smart. Make sure you have a way to grind out the work and keep your head up, looking for opportunities. They are out there waiting for you (or your competitor).

We can help you work smart and create opportunity and build business value.

[For more information register and receive our FREE white paper, "What's Your Number? The Business Owner's Guide to Succession Planning at www.harvestbusiness.com.](http://www.harvestbusiness.com)

Harvest Business Advisors - What We Do:

Harvest Creates Opportunity and Builds Value. Let us do it with you. Understanding without implementation is of little value. Begin by calling us today for a free confidential consultation.

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Greg has spent the last 12 years advising owners in business succession matters in hundreds of situations. He can help you solve difficult and even sometimes even seemingly unsolvable situations.

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