

ANDY EDWARDS 

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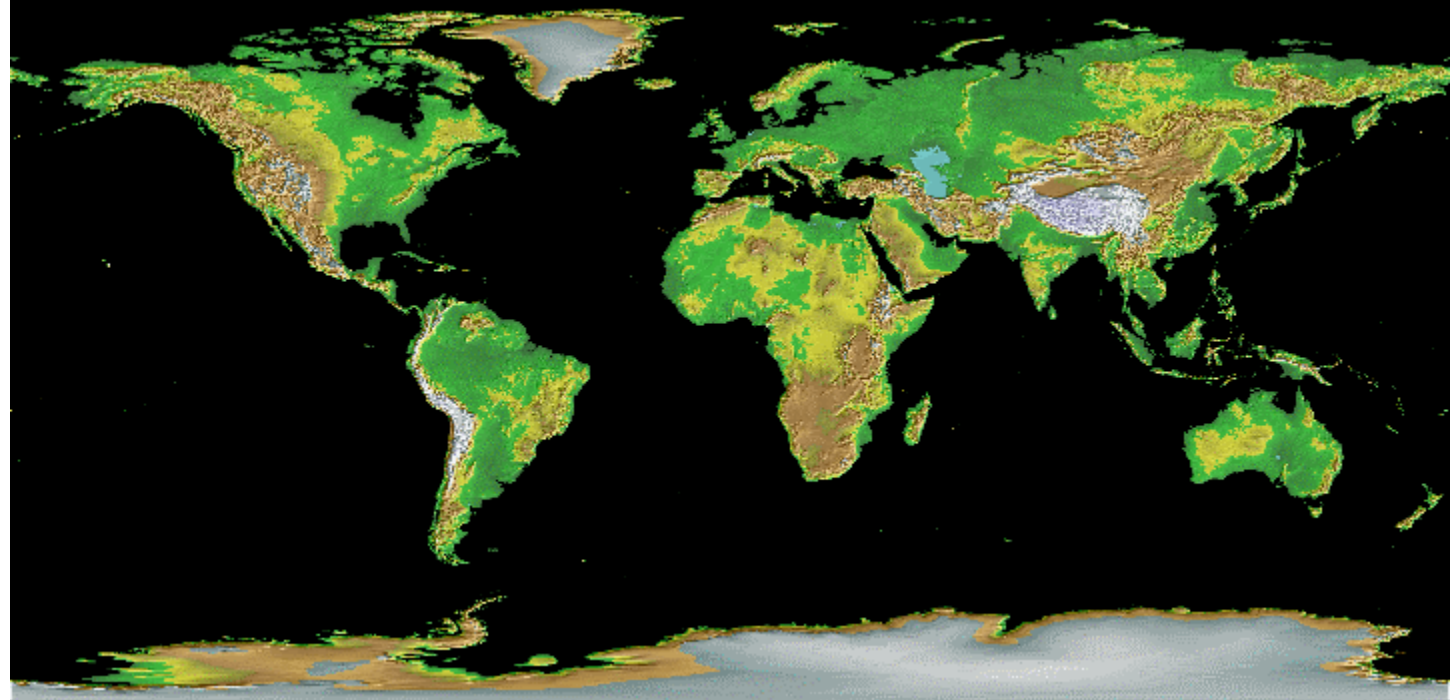
**I'm Already at 100%**

***DON'T GIVE  
ME MORE!***

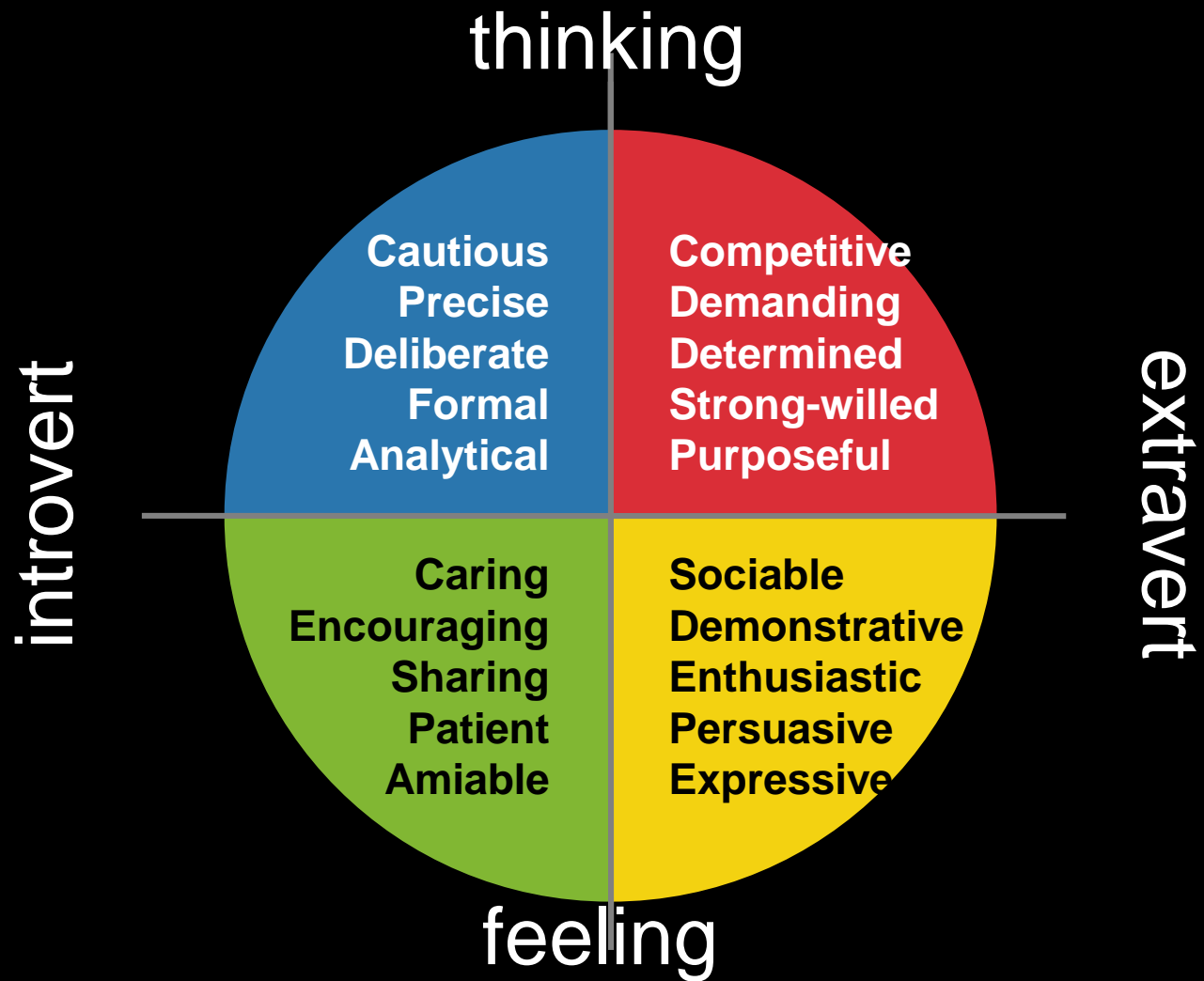
***With Andy Edwards***

 HBAA

# People And Business Are The Same All Over The World



# Self Awareness



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# A Bit About 'Business'

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# Angst

# Worry

# Concern



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# Things Get In The Way

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S  T

HAPPENS

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Know your  
**NOBS**  
From your  
**WIMPS**

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# N ature O f the B east

**W** ith

**I** n

**M** y

**P** ower

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# Time Management



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# THE RULES

**1. YOU CAN'T MANAGE TIME**

**2. TIME MANAGEMENT IS AN  
INITIAL INVESTMENT**

**3. NEVER ADDRESS TIME  
MANAGEMENT ISSUES WHEN  
YOU'RE BUSY!**

*If I had six hours  
to chop down a tree,  
I'd spend the first four hours  
sharpening the axe.*

~ Abraham Lincoln

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# Project 20



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Only Do  
What Only  
**YOU**  
Can Do

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# Hourly Costs

- £50,000 = £30ph
- £20,000 = £10.50ph
- £12,500 = £6.50ph



**D** elegate  
**O** utsource  
**A** utomate

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# Perception

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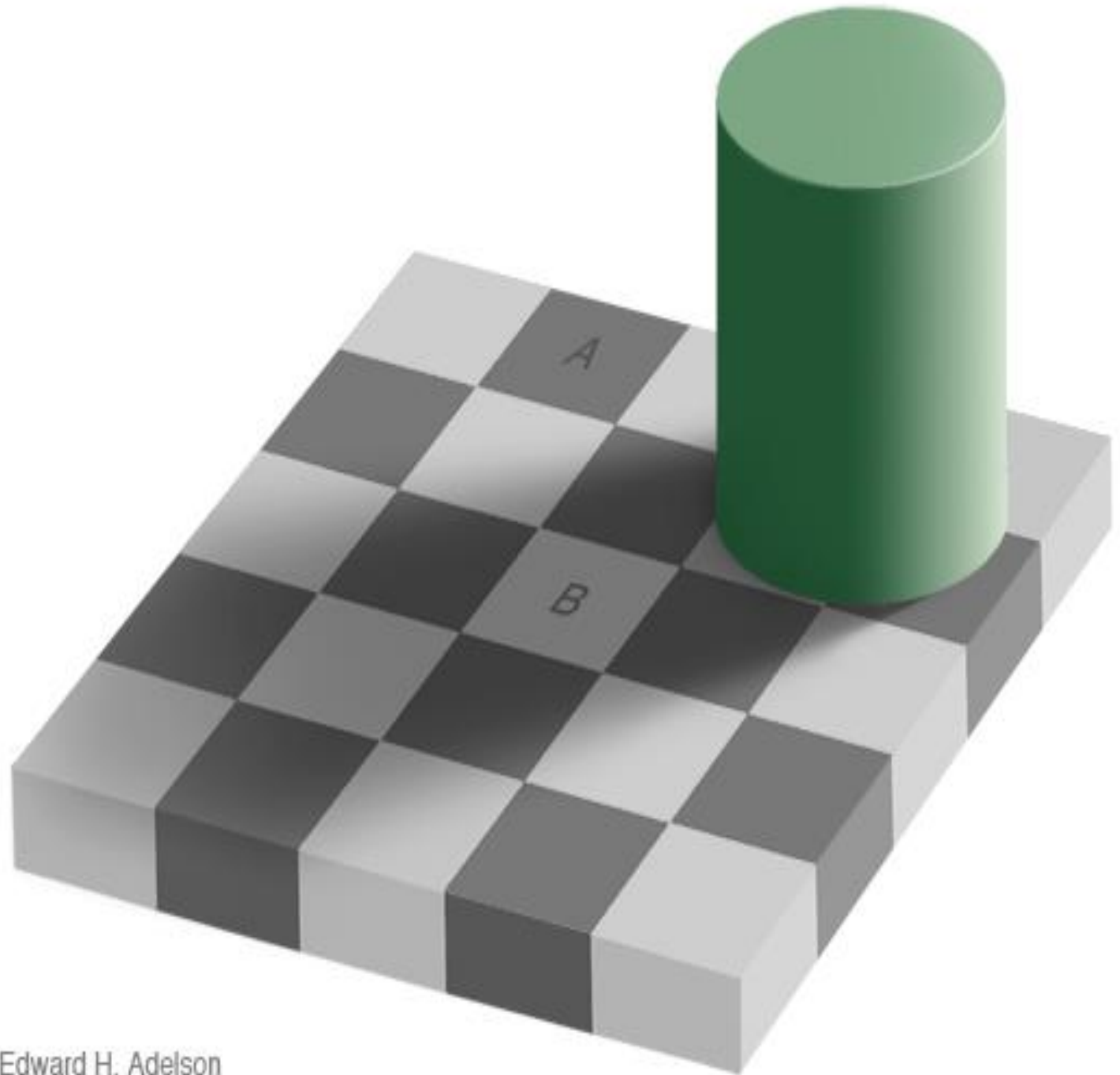
# “The extra mile”



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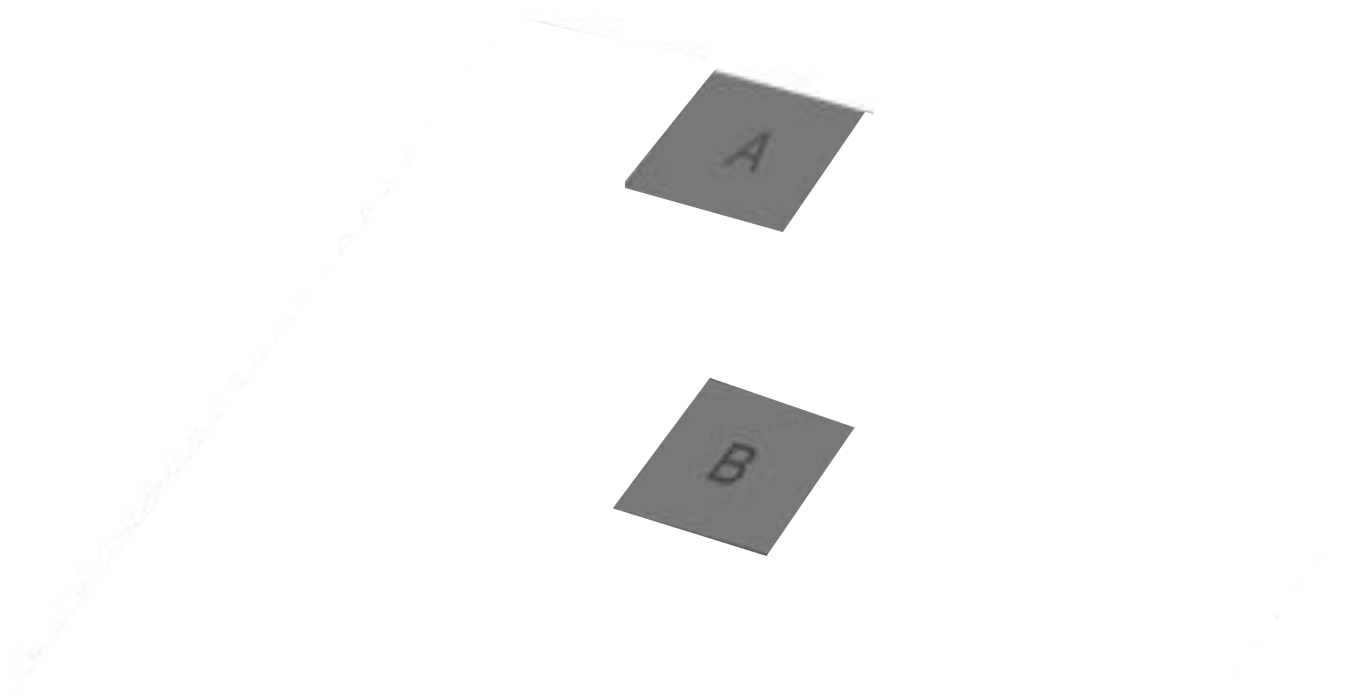
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Edward H. Adelson



**There's ALWAYS  
more toothpaste in  
the tube...**

***But you gotta  
squeeze it!***



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# The £341,445 Difference

1<sup>st</sup>  
£547,267.50

2<sup>nd</sup>  
£205,822.50



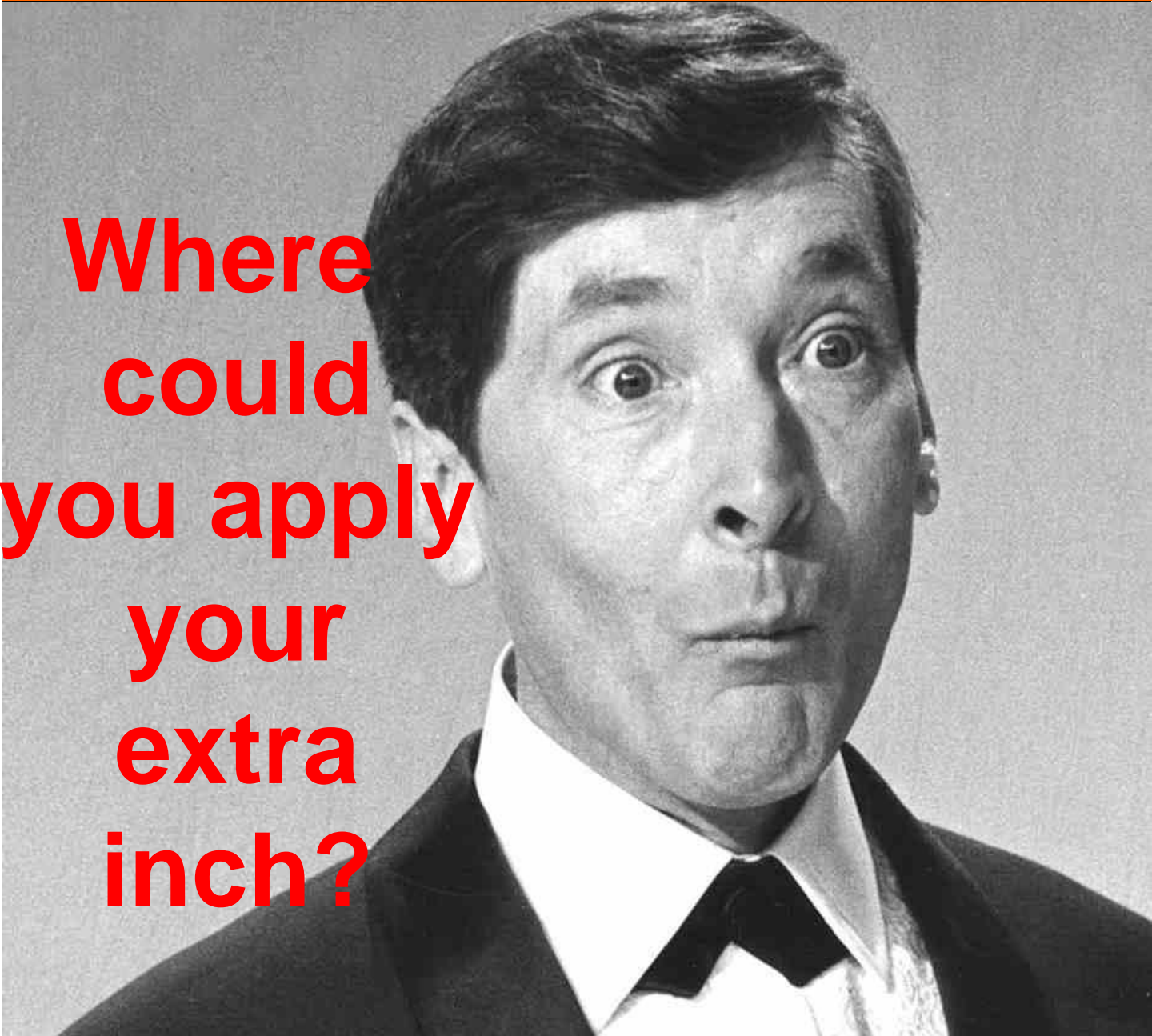
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**Where  
could  
you apply  
your  
extra  
inch?**

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How quickly would you need to run?



Just a bit  
faster than  
the next  
bloke!

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