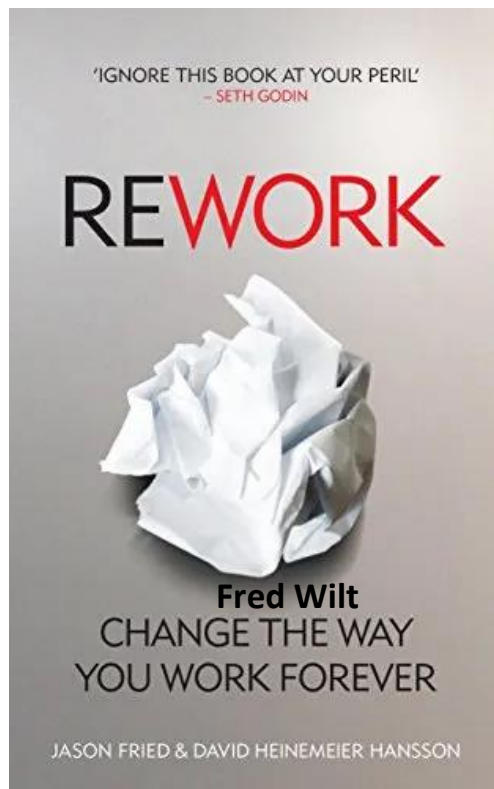


## Do Less, Create More



### Discussion Questions

Where do you do your best work when you're not talking with a customer?

What behind the scenes tasks require uninterrupted time? How much time?

"It's like the front door of the office is a Cuisinart and you walk in and your day is shredded to bits." What is your reaction to Jason Fried's statement.

What interferes with your ability to concentrate on one task

How do you balance being in front of prospects and customers with doing the work required behind the scenes to move the process forward?

If you watched Jason Fried's TED Talk, what other takeaways do you have?

What action(s) will you take? When?