

## The Road To Hell Is Paved With Good Intentions

"If only I had done that before ....."

"We would have been OK if only ....."

"That would not have happened if we had ....."

How many of you have looked back and regretted not studying hard enough earlier in the year when your exam results were not quite what you would have liked? How many of you have looked back and asked yourself what would have happened if only you had grasped that business opportunity when it was open to you while you watched as the other business who took it, made such success of the opportunity you should have taken?

The only place for "what if" analysis is on a computer spreadsheet planning your business' future - life or business are not just about neatly arranged columns and variables that we can predetermine and move around at will - planning is critical - but so is action!!



At times we may ask "What if this? What if that?"  
And sometimes we wonder just where we're at.  
But we can't waste our lives wishing what might have been.

We must live for now, you know what I mean.

Life isn't perfect, of this we are sure.

And sometimes it seems no more can we endure.

But rather than worry about what we have not  
It's best to count blessings for all that we've got.

There's no point lamenting "Why, oh why me?"

Take control of your life if you want to be free.

If you want a life that holds far more bliss.

Stop asking "what if?" - make the most of what is!

Catherine DeVrye from *Hot Lemon and Honey*.

As the grandfather of James Packer (Sir Frank), a keen golfer, once said - "Life is not a practice round!"

Or even more today - Do it, just do it!!

## PRICE RISES - INEVITABLE - RIGHT?!

Last month we suggested that you "spend to save". Never more has that been relevant than now and the next year or so as the Australian dollar moves along its rocky path - an uncertain path due to events out of our control in uncertain global financial times. As the Australian dollar is swallowed up in the current whirlpool, it is more and more likely that the majority of products we purchase (watch for thoughts on this in the December edition), because they are imported, will be more expensive than before due mainly to the drop in the value of the Australian dollar against the US dollar.

This means it is time to look for true "value" - not just the cheapest on offer - but value in real terms - taking into account all factors, what is the best value and what is the "best buy" for your business?



Take the small business office that has a laser multifunction device that prints, copies or receives faxes at the rate of 5,000 pages per month. There are three options for the toner used in this device - the standard yield cartridge offering up to 2,500 pages (\$97) - the high yield cartridge offering up to 6,000 pages (\$177) - or the third party cheaper cartridge of the non-genuine type. The manager, cajoled by the fact that the non-genuine toner costs on \$50 - orders 10 of those at a cost of \$500, pays for repairs to his damaged device caused by that toner of \$1,500 and suffers lack of productivity and lost revenue caused by the damaged device estimated at another \$1,000. Total \$3,000 for maybe 25,000 pages.

If he had purchased 5 high yield toner cartridges he would have paid \$1062 with probably no repairs and downtime - if there was it would have been covered by manufacturer warranty!!

**VALUE - WHAT REALLY IS VALUE?**

## How Thick Is A Brick ?

A young, successful executive was travelling down a neighbourhood street, going a little fast, in his new car. He was watching for kids darting out from between parked cars and slowed down when he thought he saw something.

As his car passed, no children appeared. Instead, a brick smashed into his car's door! He slammed on his brakes and backed his car back to the spot from where the brick had been thrown.

The angry driver then jumped out of the car, grabbed the nearest kid and pushed him up against a parked car shouting "What was that all about and who are you? Just what the heck are you doing? That's a new car and the damage caused by that brick you threw is going to cost a fortune to repair. Why did you do it?"

The young boy was apologetic. Please mister, please, I'm sorry but I didn't know what else to do" he pleaded. I threw a brick because no-one else would stop."



With tears dripping down his face and off his chin, the youth pointed to a spot behind a parked car. "It's my brother," he said. "He rolled off the footpath and fell out of his wheelchair and I can't lift him up." Now sobbing, the boy asked the stunned executive, "Would you please help me get him back into his wheelchair? He's hurt and he's too heavy for me." Moved beyond words, the driver tried to swallow the rapidly swelling lump in his throat. He hurriedly lifted the handicapped boy back into the wheelchair, then took out a linen handkerchief and dabbed at the fresh scrapes and cuts.

Too shaken up for words, the man watched the boy push his wheelchair-bound brother down the footpath to their home.

It was a long, slow walk back to the fancy car. The damage was very noticeable, but the driver never bothered to repair the dented door.

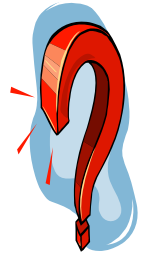
He kept the dent as it was, to remind himself of this message:

***Don't go through life so fast that someone has to throw a brick at you to get your attention!***



## November 2008 Greed Quiz

1. Scrooge McDuck - the ultimate greedy being - was created by whom? On whom was his character based?



2. One of the most common types of fraud - caused by greed - is internet fraud. What is the most used computer password?



3. Global warming or climate change? What is the chemical symbol for ice?

Fax answers to (02)95534077 or email [editor@focusofficesupplies.com.au](mailto:editor@focusofficesupplies.com.au)

**This month's prize - NetComm ADSL2+ Wireless Modem Router**



Your details:-

Name: .....

Organisation: .....

Phone or Email: .....

## September Quiz Answers.

1. Mel Gibson, Denzel Washington and Dennis Quaid are all fathers of twins.
2. Albert Einstein was unable to speak fluently at the age of nine and had his parents concerned that he was retarded.
3. According to the Bible, the world's oldest ever living man was Methuselah - who lived to be 969.



**Congratulations to Marianne Mahler of Chapman Wyatt & Associates, the September quiz winner.**

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