

INDISPENSABLE BY MONDAY

**Learn the Profit-Producing Behaviors That
Will Help Your Company . . . And Yourself**

LARRY MYLER

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The Web site for this book is at www.IndispensableByMonday.com.

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MAIN IDEA

You become indispensable at work when you consistently and systematically bring in more money than you cost week after week and month after month. Prove that you do that and learn how to quantify and then articulate the direct financial contribution you make to the firm that employs you and you will greatly enhance your employability. In fact, you'll become indispensable, even when layoffs are being made all around you.

So how do you make money for your firm? There are lots of different ways:

- If you're in sales or other direct revenue positions, you can put together more profitable deals for your company. That would be an obvious way to make yourself indispensable.
- If you regularly and consistently propose cost-cutting ideas which work, you also become indispensable.
- If you can come up with fresh ideas for producing new revenue streams for your company, that would do it as well.
- If you can make workable suggestions on how to streamline internal processes to save your firm time and money, that would also be a good building block for becoming indispensable.

Overall, if you create unexpected profits for your firm and show that you can consistently pull money out of thin air, not only will you become indispensable but more than likely you'll get promoted as well. The key is to document what's going on so you can prove your worth.

"The vast majority of advice you can find on topics like getting a job, keeping your job, or being promoted is – for lack of a better term – fluff. By and large, it's mostly about political, non-value-added tactics. But what you really need to do is help the company earn more money than it spends and spend less than it earns – period. Creating profit for your company is always your best approach, in good times or bad."

– Larry Myler

1. Learn how to help your company in order to help yourself Page 2

Every company must earn more than it spends to stay in business. This extends to the personal level as well. To become indispensable as an employee, you must show that you generate more revenue than you cost as an employee. Develop a personal Profit & Loss Statement which quantifies what you're bringing to the company and what you take away. Prove definitively you contribute positively to the company's bottom line and then work to add even more value in the future and you'll never be out of work. Document all your new ideas in written profit proposals so you have a written record of exactly what you've done and how your ideas worked out when implemented.

2. Pull money out of thin air Pages 3 - 7

There are at least fourteen different ways you can add monetary value to your company's bottom line. If you're smart, you will use these ideas to pull money out of thin air for your company. Do this often enough and your company can't afford to ever fire you.

14 Potential Profit Sources			
1	Come up with workable ways to cut costs	8	Use your vacation time productively
2	Harvest more money from your customers	9	Help your suppliers make more money
3	Access refunds and rebates better	10	Give your customers found money
4	Improve business processes and earn	11	Improve your company's cashflows
5	Catch costly mistakes before they happen	12	Find unexpected competitive advantages
6	Recover lost customers	13	Work more for less money
7	Find ways to do your job better	14	Apply soft skills to make solid results

3. Make it all work – starting this Monday Page 8

Once you understand how to document your ideas and all of the various profit making ideas which are available to you, it's then time to refine your approach so you can maximize your benefits. Some profit opportunities should be pursued immediately, others should be postponed until the time is right and a third subset probably should be ignored altogether.

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