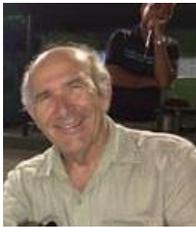


## Mobile offices – business-on-the-fly

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Small business entrepreneurs are on the move, dodging and weaving, advancing and retreating, like the prize fighters of old. To enjoy steady cash flow and realization of sustained profit, there is a need to keep pace and learn continuously how to apply new technology to secure repeat business and forge new alliances with the promise of future work.

Marketing and sales skills have to be effective. And you must have a service or product that has value on a domestic and international scale.

If the goal is to wonder where the next cheque will come from, build a traditional business environment and work with 19<sup>th</sup> and 20<sup>th</sup> century business models. If you are healthy and looking for excitement and a lifestyle that blends business and the pleasures of life on your one trip through this existence, a mobile office may be what is missing from your business experience. Having a mobile office is a full-time job and a career choice that demands life style changes with family and friends.

Communications technology, secure access to bank accounts, no matter where you are on the face of the planet, and a trusted handler to regularly check on land mail and deposit/write cheques that cover funds that can't be deposited electronically are key to mobile offices. The business world is shifting into a future that is hazy and unclear, but it is shifting. Entrepreneurs with mobile offices need to be able to not only understand, but be able to manipulate mobile devices and computer programs to build a seamless relationship with clients no matter what the time zone differences may be. The client needs to be able to reach you when they want to, not when convenient to you. And response is expected within moments sometimes, well within hours, and many times minutes are critical to decision-making and taking. Are you prepared for this?



My business, bride of over 40 years and I have travelled to many places and enjoyed the cultures and environment wherever business and life takes us. As soon as my children finished university, I stopped working for the “man” and began life with an incorporated business and mobile office.

I can't remember when I had a traditional vacation. I understand the value of recreation and that is a fundamental element of my business and lifestyle. Vacation is now something foreign to my business activity. I could present strong arguments that vacations have little room in a small business. For someone with a mobile office, vacation has little value. Recreation has far greater value and includes the essence of life-long learning.

If you own a profitable small business, and business-on-the-fly has become a way of life, it is highly likely that a mobile office is a major element of the enterprise.

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