



Planning Ahead to Prevent Business Breakdowns **by Margie Zable Fisher**

In business, as in life, Stuff Happens.

No matter how smart and focused we are, no matter how hard and diligently we work, we realize that any one of us is a potential target for a business breakdown that can happen at any time.

During a recent meeting of my Strategic Women's Alliance Network (SWAN), Coach Suzy Girard-Ruttenberg, of Girard & Associates <http://www.girard-associates.com>, led a thought-provoking discussion on business breakdowns.

Not only is Suzy a good friend, but she's also a highly-regarded business coach whom I consider a master in many areas. Especially this one.

Suzy believes that the key is communication, and that we can actually plan ways to prevent a business breakdown by establishing agreements and accountabilities by each party at the start of the relationship.

Here are some questions that Suzy asked:

1. What agreements have you designed and required of your customer/client?
2. What are the three most common breakdowns in your organization, and how do you respond to them?

3. What discussions would need to take place, and what agreements would have to be designed, to support everyone concerned?

In Suzy's words, "By taking the steps necessary to prevent business breakdowns, and being prepared if they should happen anyway, you can bring your business and your reputation to a new level of success."

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Margie Zable Fisher
Zable Fisher Public Relations
1900 N.W. Corporate Blvd.
Suite 400E
Boca Raton, FL 33431
Phone: (561) 417-0006
info@zfpr.com