

## IRREPLACEABLE

*You are irreplaceable. But, you can be and will be replaced.*

We all should leave the world a better place. When we leave a job, an association, or a group we should be missed and appreciated for what we have done and the relationships we have made.

But, we all move on. We all change. We are replaceable. When we leave a job someone else fills it. They may do it differently, they may bring different skills, they may even be better at certain aspects of the job than we were. It will be different and different does not mean bad.

I sold my business in 1997 after 30 years. The new owners lost a lot of my loyal clients as I was no longer there. They replaced me and some of the clients liked the new person. Some missed me and wished I had stayed. But, they all made new relationships and moved on. They needed my service, or the service of someone else. There is always someone else to do what we have done.

What organizations did you give a lot of your time, talent and treasure to that you are no longer involved in? Did it continue on? Usually, the answer is yes. The organization may be different from when you were involved. You may or may not have agreed with the new angle, or the new twist, the organization took as you left. The issue is most organizations continue on and the people remaining support it.

As a business owner your job is to build an organization that has others who can replace you. Only with those potential replacements can the organization truly grow and prosper. In business our job is to replace ourselves.

As you are, you are irreplaceable. But, you will be replaced. The replacement will not be exactly like you. The replacement will have some better qualities and some that are not as good. Let's just say your replacement will not be you, but will be different. Being replaceable or irreplaceable should make you think. Be yourself. Be true to yourself and who you are. We are not to be anyone other than ourselves. No, there is no one exactly like you, nor should there be.

Live your life as yourself. When gone, you will be replaced. Celebrate your unique nature and abilities today and allow others to enjoy them also.