



DISCUSSION GUIDE

EP 404 EIGHT TIPS FOR BUSINESS MANAGEMENT: PART 1 – ESSENTIAL STRATEGIES

EPISODE SUMMARY

In this episode of the Scaling Up H2O podcast, host Trace Blackmore interviews **Mark T. Lewis**, Certified Water Technologist of **Southeastern Laboratories, Inc.** and frequent guest on the show. They discuss the concept of self-management in the water treatment industry, breaking it down into eight key components: time management, account management, self-motivation, stress management, adaptability, decision-making skills, goal alignment, and personal development. The conversation covers practical tips and insights for water treatment professionals to improve their efficiency, effectiveness, and overall career satisfaction.

DISCUSSION QUESTIONS

1. How does the concept of self-management differ from traditional time management, and why is it particularly important in the water treatment industry?
2. Mark Lewis emphasizes the importance of "staying in your lane" when it comes to professional expertise. How can water treatment professionals balance specialization with the need for broad knowledge?
3. The podcast discusses the loneliness often experienced by water treatment professionals. What strategies can be implemented to foster a sense of community and support within the industry?
4. How can water treatment professionals effectively communicate the value of their work to clients, especially when describing themselves as "heat transfer efficiency managers" rather than just "water treaters"?



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DISCUSSION QUESTIONS (CONTINUATION)

5. Mark and Trace discuss the importance of adaptability in scheduling. How can professionals in the water treatment industry build flexibility into their routines while still maintaining productivity?
6. The episode touches on the concept of "impostor syndrome" in the water treatment industry. How can professionals overcome self-doubt and build confidence in their abilities?
7. What role does mentorship play in the water treatment industry, and how can professionals both seek out mentors and become mentors themselves?
8. How can water treatment professionals leverage technology to improve their self-management skills, particularly in areas like organization and communication?
9. The podcast emphasizes the importance of continuous learning and personal development. What are some effective ways for water treatment professionals to stay updated on industry trends and expand their knowledge base?
10. Mark and Trace discuss the value of goal-setting and accountability. How can water treatment professionals create and maintain effective goal-setting practices in their daily work?



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FULL EPISODE DETAILS

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