

# 3 Things successful people consistently do

We all want to be successful, whether it's in our personal lives or in business. Success means different things to different people but the one thing we all need is the right mindset.

Our mindset affects what we believe is possible which will determine the actions we take to be successful at whatever we do.

Developing a strong mindset is a lifelong process. It's not a one-off event where suddenly your mindset becomes strong overnight. It's about doing small things consistently, like learning, growing, setting and achieving our goals.

Recently, I was listening to Simon Sinek, author, speaker and organisational consultant, and he was talking about the importance of consistency in the things we do. He used the analogy of brushing teeth. Brushing one or twice a year would have little impact on the health of your teeth but doing this small thing consistently everyday will have a big impact.

It got me thinking more about how the things we do consistently every day can lead to success in the things we do. I'm sharing my top three for work and relationships. Feel free to share your tips for success in the comments.

## Work

1. **Make change instead of being affected by it.** Successful people don't wait around to be affected by economic trends, organisational restructures, dramatic increases or decreases in workload. Instead they are the ones creating the trends and consistently making things happen. They do what they need to take control of their own destiny. They have good intuition and aren't afraid to make hard choices.
2. **Look for lessons learned from mistakes.** When things don't go as planned they don't avoid the issue or blame others. Successful people know that excuses stifle progress and are willing to learn from failure to help them make better decisions that lead to success later.
3. **Value time and don't waste it.** Successful people understand that time is the one thing you can't get back or create more of. They say no to things that aren't consistent with their journey. They don't get side tracked by bright shiny objects and only focus on what will help them achieve their goals.

## Relationships

1. **Develop trusting relationships.** Successful people gain the trust of others by having open and honest communication. They are assertive and direct. If they say they will do something, they will do it. They are also honest with themselves and are up front if they cannot do something.
2. **Spend quality time with others.** Successful people manage the demands of work, family and other obligations so when they are with people the time they spend together is quality. They make sure they are present, not looking at their device, checking emails, talking on the phone. They also make quality time for themselves, so they can read (and learn), relax and recharge.
3. **Respectfully resolve conflict.** Conflict is inevitable in any relationship, but to keep a relationship strong, people need to feel they've been heard. Do you know listening is a specific skill, or is it an art? Successful people use active listening techniques and validation to de-escalate conflict. They also manage their emotions by seeing the bigger picture. They are concerned with being happy than being right.

If you're on the treadmill of life and have let some of these actions for success slip, make time to keep them up. Maybe some tips simply haven't crossed your mind. If not, don't waste time trying to figure all this out on your own, learn from those who have gone before you and get to success much faster.

Show the world who you really are.

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