



What are 40 Life Changing Success Tips? (3-5) 40 Success Tips!

Below are forty applicable success tips, as reviewed and implemented over time, which will increase your success outcomes in all areas of your life. Review them, think on them, apply them daily, and see your life successes grow!

1. A correct start must include written goals and plans.
2. Does not wait for everything to be exactly right to start. It never will! Start now, with whatever you have. The things you need come to you as you work towards your goal.
3. Realize that "rejection" is natural. For every twenty people you contact, expect 19 "nos" for every "yes." You may very well expect nineteen rejections. This way, the rejections won't bother you because you expect them. Also, realize that they're not rejecting you - they're simply rejecting an idea. Just keep moving ahead. Be persistent, ignore the rejections, and you'll get more than enough "yesses" to build an extraordinarily successful business.
4. Always remember SWSWSW: Some will. Some won't. So what? Someone's waiting. Next! This is not to be mean spirited but to stay focused. We are not telling you to treat people terribly, but to continue to move forward.
5. Treat your business as a serious, full-time business, and it will become one.
6. Follow-ups are just as important as the initial contact. If a person hasn't become a client yet, following up with more information can turn the tide. Many people report that they get their best clients after following up 3 to 5 times.
7. Be patient. You will work the hardest your first six months and get compensated for the least. Large incomes never take place overnight in any business. They only come after you've put in some time, work, added some clients, and honed your skills. As this takes place, the income naturally follows.
8. Any business around the world is a numbers game. If you can add communication, regular contact and empathy to the package, success is already placed in your hands. This numbers game helps you to get to those who you want to do business with and develop a foundational relationship with.
9. Don't give your own self, clients, team, and any other people involved in your business unrealistic expectations.
10. Be willing to invest more money into your business than you get out of it in the beginning.
11. Don't quit. The only way to fail is if you give up.
12. Ask people, along the way, for their opinion about the services and products we offer. It's an effective way to determine what objections they might have to becoming a client or team member and allows you the chance to overcome those objections with them.



13. Formulate a plan of weekly activity and be persistent in following it (if you fail to plan, you plan to fail). Sticking to your plan is essential for success.
14. Assist your clients and build your team as much as you can. Serve each person – let them know that you offer your support. Lead by example with all those around you. In helping others, you help yourself become successful. It's also a wonderful way to make life-long friends.
15. Don't mail out a few brochures or contact a few people and expect the money to start rolling in. Expect to work your business consistently for a substantial income.
16. Being in business for yourself but not by yourself allows you to earn while you learn. Think of your first three to six months primarily as a training period. Don't expect large earnings until after you've educated yourself, gotten in the trenches, and allowed what you have learned to click in.
17. Don't waste time on skeptics or non-motivated people.
18. Always replace those in your organization who do not want to work. Always grow your business.
19. Don't constantly whine and complain to your team. Realize that what you accomplish is in your hands – no one else's. Also realize that, when you see a problem, 90% of the time there are factors you are unaware of. Don't jump to conclusions. When you have a problem, present it in a concise letter as positive, constructive criticism. Offer solutions, if possible, too. Not only will this approach get you better results, but also, you'll be building your relationship with your team, client, and business instead of tearing it down.
20. Don't do things for your people that they should do themselves - or you will create "cripples."
21. Focus! You cannot become successful in business by trying to do many things at once.
22. Always present yourself and your business in a professional and ethical manner.
23. Stay with the facts. Don't exaggerate.
24. Lead by example.
25. Learn as much as you can each day while you are always working – always pursue excellence.
26. Think big! Small desire produces small results just as small fires produce little heat. Have big desires in all that you do.
27. Know that most people crave recognition. Recognize your team and clients who are doing good things with praise and rewards. Keep the contact with them close.
28. Communicate constantly! Stay connected with everyone in your business regularly. For your key people, make it daily if possible. You can use numerous like meetings, phone calls, email, text, voice mail, postcards, etc.



29. Ask for referrals. Ask, E.g., "Do you know anyone, any companies, who needs to reduce their expenses and improve their business?"
30. Always be enthusiastic!
31. When you come over innovative marketing and promotional methods that work well, share them with the people in your organization.
32. Build and continue to build your prospect list for clients. Add to it daily. Keep a prospecting book and update each person as you collaborate with each person.
33. Read books about anything that is pertinent to business, procurement, marketing, people, communications, networking, team building, and any other book that will help you become an even greater leader.
34. Don't become obsessed with getting the large client. Go after each client, one brick at a time and those other "big" clients will come if they are supposed to.
35. Be organized, but don't allow the act of organizing to keep you from the important things: Marketing – Selling – Follow up – Working – Delivering Services.
36. Don't let little problems upset you. Concentrate on the many positives...and the "big picture."
37. Always remember that the only thing that will never change is that there will always be changes. Don't let changes upset you. Know that you will have to deal with changes and other obstacles, both big and small, continually. Be prepared to be flexible.
38. Don't be a negative thinker and don't let the negative attitudes of others (even if they're family members, friends, or peers) influence you. All the great men and women in history had to overcome the naysayer that said it couldn't be done - and then went out and did it. Think for yourself!
39. Don't be derailed by "perfection paralysis." Realize that you won't be able to do everything perfectly. Do the best job you can and then move on to the next project (keep moving with your goals).
40. Have fun! People can't resist someone having fun. Make your business so much fun that others will flock to you.

What are You Applying in Small Actions Today?

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