



What are Some Proven Life Success Tips? (3-4) What do successful people do in business?

Have Written Goals

- Know what they want out of life.
- Have direction and dreams.
- Are not confused and lost.

Apply Total commitment

- Apply Action daily.

Are Organized

- Does not waste too much time looking for documents.

Have Good Record Keeping

- Keeps accurate records of transactions.

Are interested in other's profits and financial success

- Cares about the needs of their clients, their team, employees, and all those associated in their team.

Available

- Can be reached easily by phone, email, and/or cell phone.

Return Calls Promptly

- They do not leave people with the feeling that they are not important.

Informed on How to Succeed in Business

- Keeps learning new things by reading and studying and applying what is learned.

Keep Agreements and Appointments

- Communicates on a regular basis with their team and clients.

Follow-up with Prospects and Clients

- This is where most people fail, and few succeed.

Never Gives Up



- Have a 90-day, 6-month, 12-month, 24-month, 60-month, and life plan.

Does not get discouraged by small problems and inconveniences

- They are consistent, persistent, and persevere.

Never bad mouths other companies and people

- They know that anything can happen to the best companies (called life - nothing is for sure in business).

Serious about what they are doing in Business

- They know the why for what they are doing.

Has Self-esteem

- Does not mean they think more of who they are than others but believe in who they are.

Are Never Lazy

- Reaps the rewards of their organization's effort by being an example.

Professional

- They think things through before acting.
- They support their team.
- They always encourage.

Believes in the Company (has great services, products, and the team)

- Reliable services, goods, and a team.

Manage the Complaints of Clients, Partners, and Employees

- They do not ignore people.
- They do not look at this as a problem, but as a solution giver.
- Finds a solution for each challenge.

Recognizes and Praises Organization and Team Achievers

- Praises people during good acts.

Works their Business weekly (not weakly)

- They know that "steady plodding brings prosperity".



Glad for Other Successes

- Love to see others get ahead in life.

Never Blames

- Never blame the company, the services and products, the marketing, the client, the lack of support from others, etc.
- They realize that if others can succeed under similar circumstances, they can too.
- Takes responsibility.

Realistic about Expectations for Their Effort

- Knows that dreams, supported by their goals, which have come from their why takes time and work.

Are in Contact with Positive People

- "Birds of a feather flock together".

Are Patient

- Willing to put out the necessary effort and resources to earn the money desired.

Pass Timely Information to their Team and Clients Immediately

- Communicates and engages everyone in their team and clients.

Never Complains

- Does something about what is bothering them.

Does not depend on Just Other Efforts

- Depends on personal effort and never wants something for nothing.
- Leads by doing and acting.

Will invest in their business, (appointments, leads, advertising, brochures, flyers, marketing, online, and any other means)

- Are not security oriented.
- Being in business for yourself and being a leader will require you to spend money and invest time to make money.
- Does not wait and watch.



Does not take "No" Personally

- No ... only means "not now - give me a good reason to say yes" or "this is the wrong time".
- Does not give up because people say no.

Copes with Changes from the Company, Team, and Clients

- Flexible in thinking (life changes).

Believes in Company Services and Products

- Not just in it for the money.

Not Influenced by Negative Comments from business associates, family members, relatives, friends

- Listens to both sides (positive and negative).
- Can think for themselves.
- Thinks about the Wright Brothers and what they were telling people ... "We are going to teach people how to fly in the sky" - How about Bill Gates - "Invest in our company - Microsoft - a little company in Seattle, Washington that will help people communicate with each other all over the world..."

Is organized

- So that a lot of time can be spent talking to potential clients and building their business.

Understands there is no perfect company

- In fact, the longer the company has been in business, the more complaints and bad marks are against them.

Plans to Succeed

- Plans to win.

Has a Professional Appearance

Does Not Give Excuses

Does Not Think They Know Everything

- "The more you learn, the less you know".



Keeps up with the latest happenings

- In the business world, the industry, the Internet, marketing, and what is happening in their community, etc.

Physically Fit

- Has energy and passion about what they are doing.

Strives to Do Their Best

- Does not settle for anything less than Excellence.

Does Not Believe in Rumors

- Checks the facts and the source of information.

Believe that "If is to be, it is up to me!"

- Each of us must make our own choices in life.

**The successful business owner and businessperson embraces the work in their business.
What are You Doing Today for Your Success Outcomes?**

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