

# MINDSET MONTHLY

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## 6 Habits of Successful Leaders

Adapted from Jeff Haden

### 1. They don't create back-up plans.

Total commitment--without a safety net--will spur them to work harder than they ever imagined possible. If somehow the worst does happen, trust that they will find a way to rebound.

### 2. They do the work and work a lot more.

There are no shortcuts. Successful people follow the 10,000 hours principle. They work more hours. They have long lists of things they want to get done.

### 3. They avoid the crowds.

Conventional wisdom yields conventional results. Joining the crowd--no matter how trendy the crowd or "hot" the opportunity--is a recipe for mediocrity. Successful people habitually do what other people won't do.

### 4. They start at the end...

Decide what they really want. Aim for the ultimate. Decide where they want to end up. Then they can work backwards and lay out every step along the way.

### 5. They sell.

Business owners and CEOs feel that the one skill that contributed the most to their success is their ability to sell. Selling isn't manipulating, pressuring, or cajoling. Selling is explaining the logic and benefits of a decision. Selling is convincing other people to work with you. Selling is the foundation of business and personal success: knowing how to negotiate, to deal with "no," to maintain confidence and self-esteem in the face of rejection, to communicate effectively with a wide range of people, to build long-term relationships.

### 6. They are never too proud.

To admit they made a mistake. To say they are sorry. To admit they owe their success to others. To ask for help. To fail. And to try again.

Wishing our readers  
Happy and Prosperous  
Lunar New Year!



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