

# 13 Powerful Traits Successful Entrepreneurs Demonstrate Every Day

What separates successful entrepreneurs from the rest of the pack is the practices they engage in on a persistent, ongoing basis. They find out what works for them, and they live accordingly. They don't stray. And if they do happen to deviate, they sure don't do so for long. There are people who move in circles, there are people who zigzag in life, and there are people who move in straight lines. Successful entrepreneurs do the latter.

- 1 They create their own sense of urgency as they navigate through life.** They don't have to be pushed, pulled or motivated. This is not the kind of urgency that is experienced when undesired outside circumstances come knocking, or when someone runs short on funds. That's called panic, which is a far less useful motivator. It is, rather, the urgency that is self-generated, which will quickly create change in a powerful and productive way. It's the type of urgency that a professional football team will use to run a no-huddle offense when it is still early in the game.
- 2 Successful entrepreneurs bring everything they've got to situations, projects, and relationships in which they choose to engage.** They don't hold back. If they're tired, they bring their fatigue with them and do what needs to be done. If they're afraid, they acknowledge the fear and act decisively in spite of it.
- 3 They use social media, e-mail, and the rest of the Internet as a tool, not a distraction.** They are deliberate in the choices they make with their time.
- 4 Successful entrepreneurs know that being highly educated does not always equate to being intelligent.** They realize that very smart people often do extremely stupid things. When they make a mistake, they learn from it and move on. They don't keep making the same mistake over and over again.
- 5 They apply enormous amounts of rigor (attention and intention) to the projects and concerns in their personal and professional lives.** They understand that there is a huge distinction between being rigorous and being compulsive. Being rigorous entails looking at the situation from multiple perspectives, to achieve a higher degree of workability. Being compulsive usually revolves around the fear that something will not be good enough, and that this will reflect poorly on the person who created the result.
- 6 Entrepreneurs who thrive don't try to get happiness, satisfaction, and love from relationships, so there is little or no unnecessary drama in their lives.** They know that drama wastes time and energy, while producing excessive amounts of grief, stress, and misery. The road the successful entrepreneur takes is to come from happiness, satisfaction, and love, and to bring those qualities into relationships. Their focus is always on creating high levels of value. In this way, they create numerous powerful, satisfying, and supportive relationships.
- 7 Successful entrepreneurs have a secret weapon against their own unworkable behavior.** It's called "Notice and stop doing it." It's simple and not always easy. If you are not a successful entrepreneur, you may want to tell a disempowering story about "How I have always been this way, and it's not easy to change." This explanation to yourself, no matter how rational it may sound, will only serve to keep you pinned down. So, just "Notice and stop doing it."
- 8 They don't allow "wanting to be liked" or "wanting approval" to stand in the way of being honest and direct with others.** Therefore, they come across with much more credibility when interacting with others. Most people appreciate their straightforward sincerity.

- 9 They do not use “not knowing” as a justification for a lack of results.** If they do not know something that is important for the accomplishment of an intended outcome, they take responsibility for learning what they need to learn.
- 10 They realize that “what you speak” and the “actions you take” either lead to an expanded life or a contracted life.** Successful entrepreneurs choose expansion and growth, even though it may not be easy in the beginning. It has been observed that there are two pains in life: the pain of discipline and the pain of regret. And while the pain of discipline weighs ounces, the pain of regret weighs tons.
- 11 The “convictions of your heart” and the “contents of your thoughts” are considerably less important than simply the practice of “saying what you will do and following through on your word.”** When someone is in trouble and requires help, they would much rather work with a person who is committed, competent, and effective than someone sitting on the fence sending them positive vibes and well-wishes.
- 12 They play with total intention and with a zero attachment to the intended outcome.** This only appears to be a paradox. When you play with complete intention, you are willing to be who you need to be, and you are willing to take the required actions, as well as the required non-actions, to achieve your intended result. Zero attachment to outcome does not mean you assume an apathetic approach, or that you don't care if you win or lose. Zero attachment is about dropping your resistance to an undesirable outcome. Resisting a possible undesired outcome of your efforts will only impede you. Resisting possible failure is counterproductive. Prepare. Show up. Play with a searing relentless intention. Go home when you're done.
- 13 Successful entrepreneurs acknowledge that there is a price to be paid in life for what they want to create, or what they want to resolve, and they are completely willing to pay the price.** While others may waiver, the commitment of successful entrepreneurs is absolute. Whether the required commitment is time, energy, money, or increased discipline, they are willing to do what's required. This is how they achieve, and they are willing to consistently step up and not hold back.

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