



"Keep Growing in Business and in Life-Part 1"

Greetings Small Business Owner:

As business owners, we're always looking for simple, practical tools that improve our everyday lives. I recently ran across a great book with 10 powerful tips for helping us grow our lives to the fullest. Growth is a fundamental human need because it gives us a feeling of accomplishment and progress, both in our businesses and personal lives.

In his book "The Laws of Lifetime Growth", Dan Sullivan talks about laws we can use to help us maintain a fresh perspective on the world around us. By understanding the laws, you can better keep yourself growing, just like understanding the law of gravity keeps you from falling down all the time.

We'll cover 5 of the laws in this month's newsletter; the remaining 5 in November.

1. Always Make Your Future Bigger Than Your Past

This does not mean you should ignore all you've learned from your past experiences. You should use them to create a bigger vision for your future. The future is the part you can control. It hasn't happened yet so it's up to you to choose what to make of it.

One of the ways to do this is to ask yourself "If I were sitting here 3 years from today, looking back, what would have happened in that time for me to be happy with my progress?" Are there areas of your business or life that you'd love to expand into but have been scared to start? Go for it.

2. Always Make Your Learning Greater Than Your Experience

Even if you have a lot of experiences, you could be no smarter for the things you've done if you don't turn these into lessons. Learning is what helps us have a bigger future.

Every experience has 2 parts: the things that worked and moved you forward and the things that blocked you or undermined your confidence. You can't always choose your experiences but you can choose what you do with them. After your next

"Keep Growing in Business and in Life-Part 1"

"situation" is over, stop and write down what worked and what didn't. Use this learning as you do the task again.

3. Always Make Your Contribution Bigger Than Your Reward

It's easy to get caught up in enjoying the praise and accolades of others. Focus instead on making contributions to others to maximize their opportunities. This will ensure your focus is on creating new value for more people. We know in business that we must offer something that others perceive as being valuable or we won't be in business for long. This is a good lesson to apply to the rest of life, too.

Have a "No-Entitlement Attitude"; believe that you have to make some kind of valuable contribution to others before you deserve any reward. See where there are unmet needs that you can help. Volunteer. Do a task for the sake of your growth, not for what praise you'll get from it.

4. Always Make Your Performance Greater Than Your Applause

As you become more skillful and accomplished in life, the recognition from others can become more important to you than improving your performance. A better motivation is to continually work to surpass everything else you've done so far. In striving to better our own performance, we engage our passions and talents and search for ways to stretch ourselves.

As a salesperson, do you feel you don't have to work as hard when you encounter a prospect who only has a "little" job for you? See this as a challenge to make that client's experience with you even better than your last delivery.

5. Always Make Your Gratitude Greater Than Your Success

Most people get to success with the help of others. But, it's easy to forget who contributed along the way. Change your thinking by looking for the value in people and things through proactive gratitude. Once we see this value, we naturally treat these people and things with greater respect.

Look for a solution to a problem in your business that may be counter-intuitive. Maybe saying thank you to a problem employee for the things they do well will cause them to be motivated to work harder on the problem areas. If being in business for yourself sometimes seems too difficult, stop and write down 10 things you appreciate about being able to own your own business. I'll bet your attitude about having a business will change for the better.

"Keep Growing in Business and in Life-Part 1"

Stay tuned for the next 5 laws in November's newsletter.

Alpha Business Coaching works with small business clients to implement these kinds of changes into their businesses. Give us a call if you'd like some help to do it faster!

Sincerely,

Lynda Hess, Business Coach

email: lhess@alphabizcoaching.com

web: <http://www.alphabizcoaching.com>

Remember, it's up to you to make your future brighter than your past.

[To review "Keep on Growing – Part 2", click here.](#)