

What Makes You Successful?



From: Susan Bock, CEO (Chief Everything Officer!)

I love to ask questions – perhaps in another life I was an investigative reporter. Asking questions, meaningful questions, provides me with the opportunity to learn, to become more than who I am and to continually remind myself that I don't know it all. In other words, to keep me humble!

Professional interviewers have interviewed hundreds of executive women, business owners and entrepreneurs with one question being asked in each interview – to what do you attribute your success?

You can imagine the broad spectrum of responses. Yet, some common themes have emerged. Here are few captured by *Enterprising Women*, June, 2012.



1. Flexibility in thoughts and behaviors:

When conditions are changing, sometimes we have to change as well. Staying attuned to market drivers and the forces behind them, enables us to make decision based on realistic assessments rather than speculation. Separating ego from business issues is key. The change is not about us, the change is for our business survival and sustainability. When your plan, model, or approach is not generating the desired results it's an indicator that you need to be flexible and change!



2. Consider multiple paths:

Women are accustomed to juggling several balls and getting the job done. This ability is advantageous during times of change/chaos and there is no immediate answer. Explore numerous options while juggling and ultimately you'll find focus and decisiveness. There is not just one path!



3. Crisis management

Good business leaders stay calm in times of crisis. Rather than becoming trapped in analysis-paralysis, the savvy leader moves into action, assesses the situation, makes decisions and moves on. Demonstrating optimism, while maintaining consistency is essential. Step in front of the crisis with solid leadership.



4. Seek Advice

Women are generally more comfortable than men in seeking advice when they don't know what to do. Have a board of directors or business group you can turn to, rely on and trust. It's worth a good night's sleep to have the assurance and solid thinking of 'people in the know.'



5. Honor your ethics

During times of crisis, companies that are laying off employees and cutting costs need to be more concerned than ever about retaining talent. Ethical integrity is a great attractor.

SUSAN BOCK

COACH AUTHOR SPEAKER



6. Well being

Effective CEO's take care of themselves. They eat right, get enough sleep, and exercise. They are physically fit and mentally sharp. Make time for yourself, no one else will. Body, mind and soul – take care of these three and your heart will be strong!

My thanks to Enterprising Women for providing such valuable information. Check out other hot news - <http://enterprisingwomen.com/>

I would love to hear what makes you successful.
What would you add, if anything, to this list?
What can you take from this list to increase your success?

Thank you for contributing to my success and I look forward to doing the same for you!

A special thank you to my editor, who consistently provides me with encouragement, inspiration, and opportunity to laugh at myself.



I've shown 1,000's of women how to let go of what is holding them hostage and step into their purpose, power and potential. Would you like to learn more? Check out my Coaching packages and 'On Purpose' Power Products at www.SusanBock.com

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Have Questions? Give me a call 714-847-1566

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