

# 10 Mistakes Successful People Never Make Twice



We all make mistakes. When a mistake occurs, we have two options:

1. Blame someone else and continue with the same behavior.
2. Learn from our mistake to make more productive choices in the future.

Successful people choose option two. You must use your mistakes as an opportunity for growth in order to meet your business goals. Of course, you can also apply these suggestions if you think of your career as a business as well.

It's important to realize that you are not alone in making mistakes. The following are 10 common mistakes that successful business owners seldom make again:

## Let Other People Bring Them Down

Successful people will always have “haters”. These are the people that are jealous, doubtful, or just do not like you. It is easy to be discouraged when someone is constantly questioning your decisions. To be successful, you cannot let “haters” bring you down. Be confident in your abilities.

## Make Emotionally Driven Decisions

The most logical thinker can be ruled by their emotions. Unfortunately, emotionally based decisions can be detrimental in business. We often make emotionally based decisions from a disgruntle in a partnership or upset client. When emotions are high, take a moment to pause and rethink your decision.

*How will this affect your business?*

*Will you regret this decision in a month?*

## **Focus on the Short Term**

If we focus on the short term, we will only achieve short term results. Create a plan on how you want to see your business in 5, 10, and 20 years. Work toward achieving your long-term goals.

## **Repeat Decisions that Previously Failed**

A failed approach usually does not succeed the second time. When you fall short, take a step back, evaluate why, and change your approach. A successful business leader alters what is not working for the company.

## **Fail to Document Important Information**

Paperwork is almost everyone's least favorite task. However, you will be happy you were thorough at tax season or when a customer requests a prior contract.

### **Important Information to Document**

- Revenue
- Expenses
- Contracts
- Customer comments/complaints (or performance evaluations)

## **Let Fear Dictate Their Decisions**

Fear can make or break a business. Successful business leaders do not let fear hold them back. One way to approach this is to ask yourself, "If I had no fear of failure, what would I do?"

You will have to step outside of your comfort zone to get ahead. Often, the decision may turn to failure. Consider your failure as a learning experience and keep trying.

*"I have not failed. I have just found 9,999 ways that do not work." -Thomas Edison*

## **Underestimate Physical Fitness**

Physical fitness is for more than getting a nice beach body. Working out and eating right has a direct correlation on your energy level. Optimizing your energy and productivity is essential for leadership.

## **Chase Other People's Dreams**

Seeing other people succeed can be a motivator to reach your own goals. However, you must determine exactly what your goals are in order to be happy with your career. Someone else's goals may come at a higher price than you are willing to pay. Determine what your dream is and what you are willing to do to achieve it.

## **Stretch Themselves Too Thin**

At some point, we will all take on more than we can handle. Unfortunately, we are not machines and have a limit. Our work will start to decrease in quality and we can miss deadlines.

Be realistic with yourself. How much is too much? A successful business person knows their limits. Prioritize and don't be afraid to say No to things that will distract you or that you know you don't have time to help with.

## **Stop Believing in Themselves**

You are your biggest cheerleader. If you do not believe in yourself, how do you expect anyone else to?

Boost your confidence with these tricks:

- Identify and ease self-doubt
- Stop listening to people who bring you down
- Recall your successes
- Trust and love yourself

- Give yourself permission to try and try again
- Consider each failure as new knowledge gained of what NOT to do next time

Success is a marathon! You have to be consistent to meet your goals. Avoid these ten mistakes to build your business leadership skills.