

Success Depends on You and You Alone

3-Step Process

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1. Characteristics for Success

- Enthusiasm—Love what you do and you will always be happy to go to work.
- Be willing to work hard, but smart and balanced.
- Persistence and perseverance—Do whatever it takes, for as long as it takes, but keep moving forward.
- Resourcefulness—Deal skillfully with new situations.
- Attitude of a professional. (See NAPO-CT News, Sept/Oct Issue).
- Motivation—What is motivating you to start and grow your organizing business? Money? Looks like an easy road? Caution: do not do something just because you hear it is a great way to make money!
- Honest self-appraisal—You do not need to be perfect, but you do need to recognize your strengths and weaknesses.

2. Define your goals

- Hopes and wishes are not goals. They may kindle a fire, but they will not keep it going.
- Know what you want. A ship does not leave the harbor until the captain has a destination and plots a course.
- Get support—For people to support your goals they must understand what you want to do and why.
- Set your goal and monitor progress. Start by setting goals for the first year only. Write them down and the criteria to measure on a monthly basis. Periodic adjustments may need to be made along the way.
- Goal setting is an exercise in common sense. Keep them in sync with your time, experience and lifestyle.
- Commitment involves persistence. It is a pledge to dedicate time and resources to achieve an objective. Do not make a promise that you cannot keep.
- Start small, then grow.

3. Build a Confident and Powerful Commitment

- Do not talk endlessly about what you are going to do. Aimless discussion dissipates resolve.
- Test your commitment by keeping it to yourself. Formulate your idea and nurture it with logical, positive thinking. Let it grow for a time in quiet and solitude allowing it to take shape slowly and carefully.
- If you are compelled to verbalize, accomplish an objective and then talk about it. Doing this will build true self-confidence and an independent spirit.
- When it is necessary that you talk about your plans, do so with other business people. Ask for their advice, their direction, their success stories and listen!
- Stop talking and just do it.
- Believe in yourself. Do not listen to naysayers.

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