

The Difference Between Those Who Grow a Business and Those Who Don't

I saw a couple of clients last week whose businesses have literally exploded over the past few months. This got me thinking about the difference between those business owners who grow a business and those who limp along. And I realized it is all due to attitude and educating yourself.

Those who grow their business have a clear vision and goals and just roll up their sleeves and get the work done. They know where they need to make improvements and they take steps to get stuff happening. They're the clients who have all their coaching homework done by week 2 in the month and come back looking for more! They are the ones who are always learning – reading books and taking courses.

The ones who are struggling get themselves bogged down by worrying about how to do something perfectly, about what will happen if it doesn't work, or if they go into a state of paralysis, hoping that things will improve on their own.

Success in business is not about being perfect or correct all the time. It is about taking action and learning from your mistakes, and most importantly, always believing that you will achieve success, especially when the going gets tough. All highly successful entrepreneurs have a passion for educating themselves because they are always looking for a better way to do things.

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