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**Ten Winning Traits – That Make A Difference!**

**By Richard Gorham**

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No surprise – winning traits are common among high achievers.

Are you tired of schlepping to the beat of someone else's drum? Does the idea of being your own boss appeal to you?

Are you entrepreneur material?

There are ten common traits among winners and the most successful entrepreneurs.

Ten Winning Traits!

**An Eye For Opportunity:** Many entrepreneurs start by identifying a common need and using some basic elbow grease and imagination to deliver a solution.

**Independence:** Even though most entrepreneurs know how to work within a framework for the sake of profits, they enjoy being their own boss.

**An Appetite For Hard Work:** Most entrepreneurs start out working long, hard hours with little pay. They are driven by their vision so "hard work" to them is also just a matter of doing what they love and following their dream.

**Self-Confidence:** Entrepreneurs must demonstrate the winning trait of self-confidence in order to cope with all the risks of operating their own business. They are empowered with the knowledge that each barrier is placed in front of them for the purpose finding a way to knock it down and move forward.

**Discipline:** Successful entrepreneurs resist the temptation to do what is unimportant or the easiest but have the ability to think through to what is the most essential.

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**Judgment:** Successful entrepreneurs have the ability to think quickly and make a wise decision. They possess the common sense and good judgement of asking others opinions, but after gathering all available information, they make their own decision.

**Ability To Accept Change:** Change occurs frequently when you own your own business. This is one of the most important traits as it provides freedom to the entrepreneur who thrives on change – they understand that change opens the door to new opportunity and growth.

**Makes Stress Work For Them:** On the roller coaster to business success the entrepreneur often copes by focusing on the end result and not so much the process of getting there. To be sure, this is one of the more difficult but necessary winning traits.

**Need To Achieve:** Although they keep an "eye" on profits, this is often secondary to the drive toward personal success.

**Focus On Profits:** Successful entrepreneurs always have the profit margin in sight. They know that their business success is measured by profits and their business survival is dependent on good cash flow.

How many of our ten winning traits do you possess? Do you belong to this entrepreneurial profile or would you rather maintain a more regular 9 to 5 job, pick up your paycheck every other week and leave the headaches to someone else? Most people, quite easily, choose the latter. They do NOT possess the winning traits of entrepreneurs.

Richard Gorham is the founder and President of Leadership–Tools, Inc. His web site, <http://www.leadership–tools.com> is dedicated to providing free tools and resources for today's aspiring leaders. Offering high–quality tools in the areas of Business Planning, Leadership Development, Customer Service, Sales Management and Team Building.

### **Strive or Strife?**

**By Nicholas Dixon**

#### **Strive or Strife? by Nicholas Dixon**

That is the question I have been asking myself since the first day of this year dawned. Prosperity and adversity is experienced each day by everyone but how can we keep the former in our lives?

The successful among us know and use certain traits in order for them to achieve their goals. Now some persons believe that these people were born this way when in fact they had

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to develop their winning traits.

Strivers have an eye for opportunity as they are quick to grasp the situation as it presents itself. In other words they more easily see the solution to a common need. Strifers fail to see these opportunities as they are busy complaining about life. They are the ones who are usually left behind.

Strivers know how to discipline themselves in order for them to reach their goals. While the strifer is out enjoying himself at the bar or in front of the television, the striver is busy putting his latest move in motion. Yet, he stills know the importance of downtime.

Strivers have a need to achieve. They are always looking forward to the next move or conquest. Strifers are satisfied with the mundane activities of day to day life.

Strivers have an appetite for work. They willingly put in long hard hours even if the returns are not immediate. Strifers are the ones who give up more easily in the quest to find success. They rarely use the power of persistence to their advantage.

Strivers know how to make stress work for them in a positive way. They often focus on the end result and not the process of reaching there. All the strifer can see is the obstacles and roadblocks to which he makes a hasty retreat.

Strivers know how to think for themselves. They may seek out the advice of others but after analyzing all the information they make their own decisions. The strifer is easily swayed by the opinions and thoughts of others.

Strivers normally like to be independent. They cherish being their own boss and the freedom it brings whether financially or personally. Many strifers are content with receiving a paycheck every fortnight of month. Which would you prefer wages or profits?

Strivers like to maintain a healthy cash flow. They know that profits are the measure of their business success. Since strifers fail to use their winning traits they have more of a cash trickle than a flow.

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Do you have what it takes to be a striver? It takes time and work. The good thing is that if you are a strifer you can evolve into a striver. All it takes is the passion to develop the traits which will make you strive.

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