Top 7 Traits of an Exceptional & Successful Entrepreneur

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Have you ever asked yourself the question “Is Success a journey or a Destination?”. Very often we forget that success is not an end unto itself, but is instead an ongoing process.

Some people seem to have the Midas touch and easily turn everything to gold, while most of us have to give our endeavors lots of time and effort, and to sweat painfully before seeing things come to fruition. The simple truth is that the majority of us is simply not born leaders, but become leaders by who we are and the actions we take. In fact I have identified 7 particular traits you’ll generally discover deeply engraved within the exceptional and successful businessperson.

If you’ve already taken the plunge as an entrepreneur, you know that it takes a great deal of planning, development and strategic marketing to succeed. At any given time, there are changes to be considered and new directions to examine. In which case, whether you’re the CEO, CFO, Chief Marketer or Chief Solutions Officer of your company, your journey to success is probably full of trials and tribulations.

THE 7 TRAITS TO SUCCESS

1. Successful Entrepreneurs Gain the Respect of their Peers

Plain and simple, the successful entrepreneur recognizes that no one is above or below. With an attitude of respect for others, the successful entrepreneur gains the respect from everyone they encounter. Strategies, attitudes and methods filter down to each person and reflect on all actions and activities. A successful entrepreneur gives everyone the space to be great and surround him/herself with better people and better systems.

2. Successful Entrepreneurs Believe and Trust in Themselves

The savvy entrepreneur is good at trusting his or her own ideas and instincts. Starting out as an entrepreneur requires persistence, determination and a high level of self-discipline. Continuing as a successful entrepreneur requires even more persistence, determination and self-discipline. The wise and successful entrepreneur works hard in developing a high level of confidence.

3. Successful Entrepreneurs Follow a Plan
The successful entrepreneur follows a plan. Trial and error have no place for the triumphant entrepreneur, for no one gets to his or her destination without a map or a guide to follow. That doesn’t mean not to go off course if another road seems better, but it’s still more effective to have a plan in place. It should include marketing strategies, goals, intentions, ideas and what we do better than our competition. A business plan should be reviewed and updated periodically for each new idea stirs and inspires other ideas.

4. Successful Entrepreneurs Think Creatively

Successful entrepreneurs are not afraid of thinking creatively. Whether a business idea has already been tried makes no difference to the exceptional entrepreneur. We should see better ways of doing things and know that every idea can be expanded upon, made better, enhanced or broadened. The successful entrepreneur is willing to think outside the box, which means using imagination, trying new things and expanding on a vision. The savvy entrepreneur pays careful attention as to whether a particular strategy is working. In case of defect he/she should move on to another approach and idea.

5. Successful Entrepreneurs Explore Their Exceptional Skills

Successful entrepreneurs realize that they have their own strengths and weaknesses, as well as a multitude of skills and talents. Successful people ask themselves often what skills they have that no one shares in quite the same way. An exceptional and successful entrepreneur explores their particular skills until they find the ones that match most closely with their ideal. They don’t try to be and do everything. The successful entrepreneur stays open to change for they recognize that as they move forward, doors open in unexpected places that carry them to their next level of success.

6. Successful Entrepreneurs Envision Their Success

The successful entrepreneur gives time to envisioning how they want their business to look and how they want it to be. Intention is a powerful and dynamic tool. For those who are not inclined towards intention and visualization, talk to a successful athlete and you’ll discover that before each sporting event, the successful athlete envisions exactly how he or she wants things to turn out. Imagine what it will feel like when you’ve reached a particular set of goals. Get in touch with the feelings you’d have as a successful entrepreneur. Practice and conceive of the sense of empowerment and the joy of having succeeded.

7. Successful Entrepreneurs Never Give-Up

Giving up is never in the vocabulary of the successful entrepreneur. Of course there may be days when a successful entrepreneur feels discouraged or disappointed, but giving up is not an option. Having faith, trust, confidence and determination are the qualities needed for the successful entrepreneur. The smart
and successful entrepreneur realizes that there will be good days and not so good days. Being a successful entrepreneur requires accepting the ebbs and flows of business for it is in fact what separates the exceptional and successful entrepreneur from the one who gives up far too soon.

In fact, leadership is an infinite journey. I remember a great CEO who told once “every morning I look in the mirror and say: I could have done three things better yesterday”. Moreover, “People are leaders because they choose to lead”, and the heart of leadership is as simple as that: it is a matter of choice and determination.