



8 Effective Habits for the Successful Entrepreneur

Every career has a set of habits that greatly increase the odds of success. The habits necessary for success will vary from career to career. Fortunately, there are many successful entrepreneurs that we can look to for guidance. **It's not surprising that many of them share the same habits.**

What's a habit? A habit is a habit when you don't know it's a habit. Our brains create shortcuts and autopilot commands for a lot of things we do daily and those autopilot controls become our habits. Habits use very little brain activity as you follow a set of auto commands that require no thinking about what, when, where or how.

Don't look at your habits as good or bad because your habits create a reward in your brain, a feeling of success. It's best to focus on improving a habit that is not leading you to the success you want by recognizing the steps of a habit. The external cue, the routine and the reward.

There's no reason why you can't have the same habits as some of the most successful people in the world!

Increase your odds for success with these habits:

1. **An incredible work ethic.** It takes a lot of time and effort to grow a company. It's necessary at first to manage many tasks. Until you can grow enough to hire others to cover all the required skills your company needs to thrive, you're going to have to carry a lot of weight.
2. **Conscientiousness.** When you own a business, it's up to you to ensure that things are done properly and on time. The responsibilities are great. You don't have the luxury of putting out sloppy work. It will always come back to haunt you.
3. **Use time wisely.** Time will always be a limited resource. How you use your time dictates how successful your company ultimately becomes. That means having the knowledge and experience to make wise decisions and the mental toughness to avoid distractions.

4. **Have a plan each day. One of the keys to using your time successfully is to plan for each day ahead of time.** Avoid going to bed without having a detailed idea of what you're going to do the following day. When your feet hit the bedroom floor, you should already know what needs to be done for the day.
5. **Wake up early.** There are very few successful entrepreneurs that don't get up very early. Some get up even before 4 a.m. How early you get up is up to you, but if you're not beating the average person out of bed, you're behind.
6. **Set goals.** It's not enough to work hard and work smart. You also must know where you're going. **Goals help you make wise decisions.** Know what you're trying to accomplish today, this week, this month, this year, and 10 years from now.
7. **Deal with stress effectively.** Entrepreneurs have plenty of stress to deal with on a regular basis, so it's important to learn how to manage it. Have a process for dealing with stress and anxiety. Learn to recognize what you can control and what you cannot.
8. **Look ahead for obstacles.** Avoid being blindsided by obstacles and setbacks. Be aware of your future. Look ahead for the challenges that you're likely to face and have solutions in mind.
 - Think of all the major challenges in your life and notice that there were plenty of warning signs for all of them. The same is true with your business. Avoid putting your head in the sand and hoping for the best. Deal with challenges now while they're still manageable.

What are your current habits? **Can you see why your current habits have either helped you or harmed you on your path to business success?** Think about what you want to accomplish to be successful and build a set of habits that will support those activities.

About the Workshop in Business Opportunities – WIBO

Founded in 1966 in Harlem, the Workshop in Business Opportunities (WIBO) is a private non-profit organization that is committed to assisting men and women with the drive to become successful entrepreneurs. Our mission is to enable small business owners and budding entrepreneurs from under-served communities to obtain financial success by starting, operating, and building successful businesses that develop economic power, provide jobs, and improve communities.

Our flagship program is the WIBO 16-Week Workshop, "*How to Build a Growing Profitable Business.*" Upon completion of the Workshop, WIBO Alumni have access to additional resources including business coaching, mentoring, webinars, networking, and other business support services. Since 1966, we have trained nearly 18,000 entrepreneurs who have created over 34,000 jobs.

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