My Secret to Success

Do you want to be successful? If you want your career to start in the best possible manner with an ideal job followed by a constant stream of exciting projects, job opportunities, and increased promotions, here are some things that will ensure your success:

1. Get excited about your career!

Successful people enjoy their job and enjoy sharing information to help project teams and companies advance. Having a great attitude, a sense of humor and a results-oriented, competitive spirit makes others want to be around you.

One more thing. **Confidence is a must.** But do not confuse this with arrogance. Arrogance is a showstopper.

2. Become a know-it-all within an organization

One way to be successful is to become knowledgeable in several key areas so that you can float seamlessly between projects, teams, or even companies. This is an excellent strategy during turbulent times as companies are cutting staff and reorganizing.

Letting your management know that you’re technically agile, have two or three key skill sets, an expertise no one else has, and continuously add value in a variety of ways surely gives you a leading edge against other colleagues they may be considering promoting, or hiring.

Another key ingredient for being successful is having a professional network that’s deep and wide so that if you can’t answer a question or solve a problem, you know where to go to get the answer or support you need.

3. Carve out a niche for yourself.

Conversely to being a know-it-all is being a *subject matter expert* (SME) or the “go to” person in a specialized area. Learn everything you can through training, reading books and journal papers, attending conferences, and mentors, and then apply it to your teams and projects.

Become “the source” for information and sharing your knowledge freely with others will help make you successful and indispensable to an organization.

4. Be a resource to others.

People are very important for your career. They can promote you, hire you, or introduce you to others who could potentially hire you. So whether you’re employed or not, having a powerful professional network is critical to your career.
The key is becoming a resource for others. Send out quick e-mails with links to books, white papers, press releases, news articles, or websites that you think may interest those in your network. Volunteer to introduce your connections to others who may help them solve a problem, offer advice, or potentially advance that person’s career.

One of the key benefits of being a key resource to others, is the more likely you are to get career support when you need it such as a personal recommendation or a new job lead!

In the business world, there are some employees that are highly valued, stay employed longer, bounce back from setbacks quicker, and discover hidden job opportunities that others never even know about. Do you want to be like them?

Your Assignment

Prepare for Success!

Identify three (3) people in your professional network who you could help RIGHT NOW by either giving them a piece of information, sharing some advice, or introducing them to someone else that you know.

By taking the time and initiative to help out others in your network, you’ll be creating a network who wants to help you advance your career.

Take control of your career. Achieving success means that companies and others in your professional network will look to you as a valuable resource. So step up and get noticed! You’ll find that you’re able to find a position quicker, stay employed longer, bounce back from setbacks faster, and managing the ups and downs of your career will seem – effortless!