

PART-TIME PROS

PROVIDING TALENTED PROFESSIONALS

March 2010 Newsletter

Given it is the Month of March and this month is either associated with Basketball or Four Leaf Clovers I thought it would be appropriate to write about whether or not "Luck" has anything to do with success in business and in personal life. Part-Time Pros will celebrate its 2nd year of business the end of this month. When Brett and I started the business it was a true leap of faith and I would not be honest if I did not admit that there were at least a half a dozen times that we both wanted to call it quits. In looking back over the last 2 years I have wondered how much luck has played into our success and honestly I don't think it has played into our success at all. However, there have been a few common denominators that have been prevalent to our making it to the second year and I wanted to share these with you because I think they are transferable to anyone.

This is our take on making our own good luck:

1. Responsibility

Business owners who take responsibility for their own actions. When things go wrong or the outcome of any given situation is different than intended, we never point the finger of blame at external factors or other individuals. Instead, we look in the mirror, "What have I done to make this happen?" Then we act accordingly to solve the problem.

2. Learning from Mistakes

Creators of good luck don't see a mistake as a failure. Instead, a mistake is an opportunity for learning. Thomas Edison is the classic example. More than 1,000 attempts to invent the first long-lasting electric light bulb led to bulbs that only stayed lit for a few minutes. One of Edison's colleagues asked him, "Mr. Edison, don't you feel you are a failure?" Lacking any sense of vanity, he answered, "Not at all. Now, I definitely know more than a thousand ways how NOT to make a light bulb."

3. Perseverance

Creators of good luck don't give up or postpone. When a problem or situation arises, we act immediately to solve it without delay. We don't carry a list of "things to do" in our brain. Instead, we work to resolve problems and situations as quickly as possible. This enables our energy to be fully focused on our work and avoid conscious or unconscious distractions, which only generate inefficiency.

4. Confidence

This powerful principle is often the most overlooked. Confidence is divided into two parts: confidence in yourself and confidence in others. Confidence in yourself is essential, and those who create their own good luck have high degrees of assertiveness and self-esteem. They keep

to their purpose, persevere, and work to create the conditions that ultimately help them achieve success. Closely linked to assertiveness and self-esteem is trust in others and respect for them, seeing other people as major sources of opportunity. This doesn't mean that one must be naive and trust just anyone. Instead, it speaks to the trait of seeing others as sources of opportunity for achievement. Without confidence there is no way to "give yourself" to the situation. If there is no intimacy -- if it is ruled out by paranoia or rampant suspicion, for example -- there can be no opening up to others. Hence, there can be no room for dialogue or for the genuine and sincere exchange of opinions. Without this, any initiative proceeds more slowly until, eventually, it simply withers and dies.

5. Team Work

Trust in others leads to a solid network of work colleagues and friends, which, in turn, provides more resources to carry out projects. Think cooperation rather than competitiveness.

As we have seen, whether or not one can create good luck basically depends on an attitude towards oneself, towards others, and towards life. It is also tied to the perception that the individual is much more of a **cause** than an **effect**. Above all else, is the realization that one must be the creator of the conditions that foster success and the achievement of specific, visualized goals. The person who grasps that wisdom is lucky indeed.