



# 10 Success Factors for Sustainable Success



the HALPIN companies

*If you want to continue to enjoy the same level of success and have that success come to you more systematically and strategically, incorporate these important Success Factors to your day to day activities.*

## **1 Every day, take time to remember what drives your company.**

*Leaders sometimes get so busy with daily life that we get distracted from the big picture. We forget about our vision while putting out fires or just responding to the next email. Why did we think this was a good idea in the first place?*

*Exercise discipline everyday to remember your vision for your company and your career. That clarity positions you to put the structures in place to execute on the visions.*

## **2 Take full responsibility for growing your company.** *The buck stops with you. To ensure*

*sustainable success, you must take 150% responsibility and accountability for results. Assuming the victim's role – of the economy, circumstances, your people, or your customers – will only sabotage your ability to grow.*

## **3 Get out of your comfort zone.** *Often we get in a comfortable place and stay there, surrounded by people and processes we know. Has your winning strategy become less effective over time? Do you have people who tell you what you want to hear, rather than ask the tough questions? Be willing to experiment. Push yourself.*

## **4 Prepare to give up sacred cows.** *Sacred cows populate our comfort zones. We hold onto them and won't let go. Does the way we've always done it still drive our company's revenue? Inability to herd those Sacred Cows into new roles that align with your strategic plan will only hold you back.*