

Attitude Skills for Business Success

There are many skills sets that contribute to a person's success in business ownership, but gratitude and positivity should get much more attention.

In my 27+ years in franchising, I have exchanged all sorts of performance data with many high-level executives and industry leaders. And, the data strongly suggests that nearly all top performing franchise owners have a good "attitude-gratitude-positivity" skill trait.

Gratitude

Gratitude is more than saying thank you. It's a sense of wonder, appreciation and, yes, thankfulness for life. It's easy to go through life without recognizing your good fortune. After all, being born in the US means you are most likely in the "top 10%" worldwide when it comes to almost all quality of life metrics. Unfortunately, it usually takes a serious illness or other tragic event to jolt people into appreciating the good things in their lives.

Here are some ideas on how to develop your gratitude skill?

- Let gratitude be your first thought when you wake up in the morning. Two feet hit the floor each morning and two words flow through your mind "thank you".
- Each day identify at least one thing that enriches your life. Share this with someone.
- Whenever appropriate, say thank you to people. Sounds pretty simple, but observe how often people forget to say thank you. Include someone's name and details to personalize the thank you and make it even more meaningful. "Thanks Bill for the special effort you made to include Jenny this week."
- When you find yourself thinking an ungrateful thought, try substituting a grateful one. For example, replace "my sister forgot my birthday" with "my sister has always been there for me in tough times."
- Let gratitude be the last thought before you go off to sleep. Think of two or three things you are grateful for before you go to sleep.

Gratitude does the body good. It helps you cope with trauma and stress, increases self-worth and self-esteem when you realize how much you've accomplished, and often helps dissolve negative emotions.

Positivity

Are you a glass is half empty or glass is half full type of person? Research suggests that our genes push 50% of us to lean one direction or the other, but we can develop the skill of seeing the positive side of things. I'm not saying you need to become a Pollyanna — after all, bad things do happen, and it is silly to pretend otherwise. But you don't have to let the negatives color your whole outlook on life.

If you're not an optimistic person by nature, it may take time for you to change your pessimistic thinking. Here's a simple exercise you can do that will help. Start by recognizing negative thoughts as you have them. Then take a step back and ask yourself these key questions:

- Is the situation really as bad as I think?
- Is there another way to look at the situation?
- What can I learn from this experience that I can use in the future?

Also, try to smile more often. People are attracted to happy people.

Helping People Achieve Goals Through Franchise Business Ownership

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