

## **A Little Soul-Searching Sometimes Can Reap A Lot of Rewards On The Job**

Have you looked in the mirror lately and discovered a happy, successful person? All of your hard work has paid off and now you are reaping the rewards! Perhaps you pride yourself on honesty, fairness and an overall ethical demeanor. Building solid relationships in any industry is integral to success but doubly important in this industry because it is so small and interconnected. You are measured by your "professional" reputation by your managers, peers, clients and competitors.

If you are doubting your success and wonder where to re-focus to turn it around, examine your conduct and relationship with others. A little "soul searching " never hurt anyone. Are you honest and straightforward with all that you come in contact with? Or do you just think that you are being honest? If you worry about what you have done and tend to blame others for your failure then you aren't being honest with yourself. It's never too late to "turn over a new leaf" and plan for your future success. (This is in no way an article to encourage participation in an motivational seminar unless you feel that it will completely change your persona).

### **Suggestions for success:**

- Review your professional relationships with your peers, managers, clients and competitors. Do they avoid you or do they welcome you?
- Are you a good listener?
- Are the relationships you have built over your career honest? What would they say about you if asked and would you want to know?
- Even tho' you may have lost a big sale, do you congratulate the winning sales person and stay in contact with the client? Perhaps there is something else that you can do for them to win additional business.
- Can you take constructive criticism and learn from it or do you become argumentative? (No one likes a whiner!)
- Are you consistent in your behavior and actions? Your professional reputation will follow you wherever you go; a good reputation will assist you and a bad reputation will hold you back.
- Demonstrate strength and knowledge in a positive manner rather than in a condescending tone. (Opinions are very subjective and we all know where egos fit....)

We offer a few suggestions that should strengthen your skillset and point you in the direction of success. Remember that your relationship building skills started long ago, prior to joining the workforce. The old cliché still remains: "Honesty is the best policy".