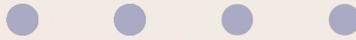




7 WAYS TO SUCCEED IN YOUR ROLE



1

ALWAYS WORK AS IF THE WHOLE WORLD IS WATCHING YOU

You tend to bring out the best performance when you do. Strive also to become a role model to others and hold yourself to a high standard than people expect.



2

ALWAYS ASK - WHY ARE YOU ON THE PAY ROLE?

When you understand clearly - **what** you have been employed to accomplish and **why**, you develop a sharper focus on the key results and outcomes that are expected of you. If in doubt - just ask your boss!



3

ASCERTAIN THE UNIQUE ACTIONS THAT YOU CAN TAKE?

Find out what are the distinct and unique activities that **only you can undertake and achieve** in your organisation that will make a major and positive impact on its results. Then work hard to achieve them.



4

80/20 RULE IS ALWAYS AT PLAY

Remember that 20% of your activities will usually account for 80% of the value that you generate in your role. Ascertain what these activities are and work hard on achieving them as a priority. Delegate the rest, where possible



5

ADAPTABILITY IS KEY

Successful people are highly conscious of the changing world around them. To stay relevant and valuable, maintain a flexible and resilient attitude that is accepting and adaptable to such changes.



6

YOUR CUSTOMER SHOULD BE YOUR NO. 1 FOCUS

Make this happen by visualising each customer wearing a t-shirt that says: "MAKE ME HAPPY" and asking yourself: "what do they really need" and how can I make them feel so happy that they repeatedly seek me out and tell others about me?".



7

DONT TAKE ANYTHING PERSONALLY

This is hardest thing to do but it's the most rewarding of all. Nothing that other people do and say is because of you. It is because of themselves. So, don't fall into their hands and accept their negativity. You are worth so much more.

