

Habits Will Determine Your Success in Career and Life

“We are what we repeatedly do. Excellence then, is not an act, but a habit.” - **Aristotle**

If you could just pick one or two habits to create in the next few months — habits that will have the most impact on your insurance sales career and life — what would they be?

I often get asked this question, because agents are overwhelmed when it comes to starting positive life and career changes.

They ask me: what one or two habits should they start with?

It's not an easy question. In life there are so many changes I've gone through, from quitting smoking to simplifying my life to reducing debt to many more. And they have all seemed life-changing, and they have all seemed important. In my career I have had to change habits from talking to listening, asking questions instead of assuming I knew what was best for my client and stop trying to be perfect and start being remarkable.

But if I was to start again, and had to pick habits to develop going forward, I would select one or two from the list below.

Habits That Can Change Your Life and Career

Develop Positive Thinking. I put this first because I think it's the keystone habit that will help you form other important habits. I learned this when I quit smoking — when I allowed myself to think negative thoughts, I would end up failing. But when I learned how to squash negative thoughts and think positive ones instead, I succeeded.

Single-Tasking. (The opposite of multi-tasking) You'll be more effective with your tasks and get more done. It's hard to achieve important things if you're constantly switching tasks and distracted by other “urgent” things. You'll be less stressed and happier throughout your day personally and professionally.

Focus on One Goal. Just as focusing on one task at a time is more effective, and focusing on one habit at a time is more effect, so is focusing on one goal at a time. While it might seem very difficult, focusing on one goal at a time is the most powerful way of achieving your goals. When you try to take on many goals at once, you're spreading thin your focus and energy — the two critical components for achieving a goal.

Eliminate The Non-Essential. First identify the essential things in your life that are most important to you, that you love the most. Then eliminate everything else. This process works with anything — with your life and career in general, with work projects and tasks, with emails and other communication. This will change your life because it will help you to simplify, to focus on what's important, and to build the life you want.

Kindness. Yes, kindness is a habit. And it can be cultivated. Focus on it every day and you'll see profound changes in your life. You'll feel better about yourself as a person. You'll see people react to you differently and treat you better, over the long run.

Daily Routine. It's so simple, but creating a daily routine for yourself can make a big difference in your life. The best routines, I've found, come at the start and end of the day — both your workday and your day in general.

I hope this list stimulates your thinking on what habits you need to develop in your life and career to be successful and happy.

Be Remarkable!

Frank

