

## Attitude or I.Q. – What does it take to succeed?

Authorities say attitude is a better predictor of success than I.Q., education and most other factors.

Dr. Martin Seligman is one such authority. When considering the question: Why do some people seem to reach the top of the corporate ladder easily, while others remain stuck on the middle management rung? His answer is “attitude”.

Attitude is something anyone can adopt, no matter where you're from or how much talent you have, the right attitude can make a difference in your career.

For increased success, try adopting these 10 attitudes:

### 1. I am in charge of my destiny

You are in charge of making it happen. You will make to the top. If you spend your entire career waiting for success to walk through the door, you will be waiting a long time. So commit yourself to thinking “I am in charge!”

### 2. Anything is possible

Remember the attitude of the Little Engine That Could – “I think I can, I think I can.” If you think you can't, you probably won't.

### 3. No task is too small to do well

Take pride in your work – all of it. Especially the menial tasks, you never know when you are going to be noticed.

### 4. Everyone is a potential key contact

Be courteous and establish a good rapport with those around you - - you never know if your potential contacts are in front of you or in your future.

### 5. I was made to do this job - - and the one above me

One sure way of displaying poor performance, spend your time feeling you're not cut out to do the job you're responsible for. Adopt the attitude: I am in my dream job, this may not be a perfect fit, but I can do this.

### 6. It's not just what I know, but who I know

Networking is an important element for success. One avenue in that direction is professional association. Be proactive in establishing a networking path for your future.

### 7. What else can I do?

Remember the mantra, “I am in charge!” so you can do just about anything you want. However, you may want to start by improving your professional self. Learn a new skill that will make you more marketable. There's nothing wrong with volunteering to take on an extra project, or staying late to help a coworker. Successful workers with a positive attitude look for ways to make their mark.

### 8. Failure will help pave the way to my success

No matter how much you may try, the truth is, like everyone else, you are going to fail from time to time. Successful workers learn from their mistakes and move on.

### 9. I am my own biggest fan

Can you point to your achievements without sounding boastful? Successful workers know how to do this. Maybe its time you start talking about what you have done for the company. Someone is bound to recognize your talents and efforts.

### 10. My opportunity monitor is never turned off

Successful workers are always on the lookout for opportunities to improve. You never know when there may be an opportunity that will change the course of your career. Always keep your eyes, ears and mind open to new opportunities.

Perhaps if you adopt these 10 attitudes, you will find that you stay healthier, have better relationships and go further in your career. Who knows, you may just make more money.

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### **County Technical Services, Inc.**