

THE EIGHT CRITICAL VALUE-BASED ENTREPRENEURIAL SKILLS:

1. Always go the extra mile and do more than what's expected – in EVERYTHING you do! This is the best investment you can make in your future.
2. Contribute to new business development efforts. If you're in sales, produce more. If you're not in sales, think how you can help increase business. Today, everyone must be responsible for helping a company grow.
3. Do NOT major in minor things. Time management is one of the greatest entrepreneurial skills there is, so learn to prioritize and invest your time and energy doing those few things that make the most difference. If you're 'killing time' you're killing your chances for future success.
4. Seek out new challenges – no matter how much you're paid. Learn new skills, get certified, go back and finish school for that degree, get licensed and do not procrastinate on improving yourself every day. If you don't improve yourself today, you're work less to the marketplace tomorrow. Don't go to bed the same as you woke up.
5. Embrace chaos. This term was first used by best-selling author, Tom Peters. He said that those who embrace chaos today, will thrive in tomorrow's frenzied markets. If you're a perfectionist, you're in trouble. If you're willing to be innovative, think out of the box, and try new approaches, you're in for some exciting times ahead.
6. Smile and empower others. The world is full of negative people who constantly gripe, complain, and whine. Success is NOT attracted by negativity and gloom. Wake up with a smile and use it throughout the day to motivate and empower others – and it will motivate and empower you to greater heights in both your career and your life.
7. Take responsibility. Many people are what I call 'exblamers.' Whenever things go wrong, they find excuses or blame others rather than take responsibility. When you take full responsibility, you take a leadership role and achieve the levels of success you deserve.
8. Give more than you take. Leadership is taking a little bit more of the blame when things go wrong and a little bit less of the credit when things go right. Zig Ziglar said it best. "You can get anything you want out of life if you help enough people get what they want out of life." Give to others first – and then reap the rewards. What goes around truly does come around.

Take these eight entrepreneurial skills to the job every day – and practice/master every single one of them. Then just sit back and watch your career and life soar to heights you never dreamed possible.