

How do you define success and how do you achieve it???

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With the world cup of soccer (sorry – football) currently taking place, allow me to talk about success via a sporting analogy. A keen sportsman once told me that there are only two parts to any sport; Firstly, knowing what to do and secondly the execution. In a manner of speaking, your career is no different. It is not enough to have one without the other. For instance, knowing where you want to be without the execution just leaves you short and likewise, the best execution of a poor plan will never achieve a desired outcome.

The prize of the world cup is what drives countries, players and managers to strive for excellence. While the end goal is the same, the manner each go about the pursuit and indeed the expectations can vary greatly. Similarly, our definition of success should ultimately be short and long term happiness for ourselves and those around us. Again, while the end goal is the same, the manner each go about the pursuit and again the expectations can vary greatly.

So we must each consider how we define success starting with where we want to be. Simplistically, happiness is equal to our reality minus our expectation. As our expectations are governed by internal desires and external influences, our reality needs to increase accordingly to ensure we remain on the positive side of the ledger. While taking care of your reality may be directly linked to results, results clearly are not the starting point. The hierarchy starts with a vision which guides your attitudes, in turn your actions and behaviour. Consistent behaviour forms habits which is what really creates results and positive reality.

As an activity, it's useful to sketch out our individual focus areas: Given 30 points, where would you DESIRE to dedicate your time to achieve your happiness? Choosing from Family & Friends/ Career advancement/ Health/ Hobbies/ Money. As a second step, consider where you are currently dedicating time to. How do the two compare? How could you rearrange your time to be in line with your priorities? Achievement of success (however you define it) does not come in one fell swoop, each opportunity should be considered and given attention. By means of a list of some things not always considered, but importantly are all directly in your control:

- Relationships: Require nurturing as well as give and take. Take learnings and leave an impression wherever you can. Everyone has something to teach us and likewise, we have something to teach others. This includes mentoring relationships

- Training and Conferences: Make the most out of these, that includes networking with others there – after all, you already share a common interest.
- Professional Organisations: Whether it be as an attendee, member or committee member, industry bodies are a great way to learn and meet others outside of your company.
- Objectives: Made by you, for you. Make short term goals and keep them in mind throughout the year, convince those around you to help you pursue them.

In closing - You are in charge of your happiness, Success is how YOU define it, Success is achieved via YOUR behaviour and thinking about your career is the first step.

