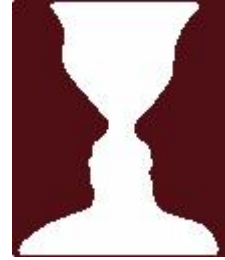


MIKE HENNING'S

“ALL IN THE FAMILY” COLUMN

Five Steps to Uncommon Success



What is it that sets those business owners who achieve extraordinary success apart from the rest of them? Some might say it is luck, or they are favored by suppliers, connected with people of power/influence or in the right place at the right time.

Repeat Your Parents' Accomplishments

Don't allow your hearts and minds to be deceived. There are two great differences between the champion business-owning families and the rest of them. First, they have singleness of purpose that penetrates every activity of their lives. Second, they have formed habits in their lives that have helped them achieve their goals.

Singleness of Purpose

In business when you have singleness of purpose or a vision statement supported by a mission, everything else is embraced or discarded according to whether or not it moves management in the direction of those goals. When management doesn't have this singleness of purpose, activity seems to get lost in the tossing and turning of daily business details.

*Watch your thoughts,
they become words;
Watch your words,
they become actions;
Watch your actions,
they become habits;
Watch your habits,
they become your
character;
Watch your character,
it becomes your destiny.*

Better Habits

Successful business owners have better habits. If you were to dissect their lives, you would discover that they fill their days, weeks, and months with habits that are helping them to become the best business operation possible, the best marriage partner possible, the best parent possible and the absolute best person possible. The rest seem to fill their lives with habits that are self-destructive.

If you can tell me the habits of your business-owning family members, I can tell you what sort of people they are, what type of business they run, and the level of success they are achieving. Good habits create good character and that becomes your destiny.

Discipline

We find that the business owners who plan for the futures of their companies, the futures of their personal lives, the futures of their marriage and family lives are the most successful. These are the same group of successful business owners whose habits were helping them to become the very best people they could be, and these habits were acquired intentionally by the effort of discipline.

Freedom

We have discussed how discipline will elevate every human experience and increase every human ability. For example, if we keep ourselves physically fit, we can enjoy active sports, such as walking, water skiing or swimming. We are able to work and manage a business without worry of energy limitation. Without physical fitness, we would not approach such activities. Thus, we suggest that discipline is the key to freedom. Freedom to experience life to the fullest. Freedom to enjoy the business life and to learn how to conduct and lead a successful business, to learn more about people who are the heart and soul of business and finally to understand that talking with your God can give you the focus, direction and strength to elevate your business to produce uncommon success over the long-term.

This article appeared in Mike Henning's Family Firm Advisor newsletter, for more information about receiving one free copy of our newsletter, visit us at our web site: www.mikehenning.com, e-mail: hfbc@mikehenning.com or call -- 217-342-3728. Mike Henning is a nationally and internationally respected consultant and speaker on family business issues.

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