

# 2Inspire Women

50 TRAITS FOR SUCCESS





*Success leaves clues. I have been fortunate in 30 years within Chiropractic to have mentors and coaches in my life and career that have shown me such an incredible path. Coaching others on some of these same lessons and distinctions has been an absolute blessing. It makes me ask myself consistently if I have these same qualities. And some days and years I do...and other times, it's going back to this list for inspiration and choosing a few to focus on again.*

Honor yourself for the qualities on this list that you already possess. Know that each of us grows even more when we focus on 1-2 areas that we can enhance and/or improve on. May this list be a primer to bring you the ultimate success that you are destined to create in your life.

### 1. **Tenacity**

If you have tenacity, you are very determined and do not give up easily. This ultimately made the top of this list because of the importance of this quality throughout your career and life. Choosing Chiropractic, or having it choose you, is NOT the easy path. We are unique, and very often different than many other people in our lives. Some of you have pursued this career 'against all odds'. It's critical at any phase of practice that we continue to ground ourselves in that determination and grit that allows us to move through all obstacles gracefully. To continue to pursue what we know is true and right for us...no matter what others think or say.

### 2. **Discipline**

Discipline determines your destiny. It's the ability to follow through on what you say and do. If you commit to something, you create a system in your life to 'stick' to it. It's as simple as doing what you say you are going to do. The price of discipline is always less than the pain of regret.

### 3. **Courage**

"Sometimes all you need is 20 seconds of insane courage, just literally 20 seconds of embarrassing bravery, and I promise you something great will come of it". This movie quote from We Bought A Zoo sums it up beautifully. Anything can seem overwhelming and insurmountable - whether it's learning to speak in public, close a lead at an

event to actually come into your office, speak your ultimate philosophy and truth within your practice and community. No matter the stage of your career, there is ALWAYS something new and different you have happen in your life. Instead of saying no because you haven't done this before, or shrinking because you feel you aren't ready...tap into that short 20 seconds of insane courage and watch what begins to happen in your life.

#### 4. Confidence

Confidence out in the world comes from that inner belief in oneself and one's powers or abilities. It's not about your clinical skills or expertise. It's about the work you do on the 'inside'.

#### 5. Patience

Learning to spell this quality and tap into it versus the 'patients' that we all think about. There is no such thing as an unrealistic goal or dream, there only tends to be either unrealistic action steps or timelines. Tapping into a deep knowing and trust that all things will truly come your way, with the right time. Principle #6 in our 33 Principles, The Principle of Time, is exactly this quality.

#### 6. Break through your own habitual barriers

Your comfort zone backs you away from your



dreams. All successful Chiropractors study and begin to implement success habits and patterns. Studying others isn't enough, it's building in the



coaching and accountability system to help you implement these patterns in your own life.

#### 7. Risk being unpopular

Speak the truth in a gentle and authentic way. This is being genuine - genuine people are also direct. They don't beat around the bush. They don't say something just because it's 'easy'. In fact it's usually hard. And takes practice. Yet telling it like it is, not maliciously, but simply being frank, is a good measurement of someone's character.

#### 8. Successful people hold tight to their vision

A child can absolutely hold strong to get what they want...can you? In a world where we have become focused on instant gratification, there are often challenges in our lives to see if what we 'say' we want is truly authentic. The first step is to identify your vision, then align your goals and actions to move you towards that vision. Finding a coach or accountability partner where you can speak this vision/dream clearly, without the risk of being judged, will help you begin to hold strong and be willing to have the courage to keep moving in YOUR direction.

### 9. Success block #1 = the need to be liked

Patients don't follow your care plan because they like you. The more we try to be nice, to be liked, the less we are respected. Confusing our message by trying to be liked ends up watering down what we are truly saying. Every time it backfires, or has less impact than it is meant to.

### 10. Trust you are meant to realize your desires

Trust is usually the first thing we abandon when we come up against an obstacle or challenge. Self doubt instantly creeps in, and moves us further away from that inner knowing and trust of oneself and any situation.

### 11. Temptations

A test to keep us in our comfort zone. Being tempted by the quick fix, the easy way out. Every time we fall prey to this and expect something to be easy, or that someone else will do this for us, WE aren't growing. Now we can expect things to have 'ease' as we learn them or implement them - just don't fall prey to someone else doing things FOR you.

### 12. Thrive

There is an incredible energy shift between thriving to surviving. Successful people stop beating themselves up because they aren't moving fast enough, growing big enough. Successful people tap into being more present, the concept of present time consciousness. They absolutely have

goals and dreams, and image even bigger things in their lives. They just don't measure their current success based on that future vision. They embrace their current life. It's emphasizing an attitude of 'what is right with my world?'

### 13. Desire is a gift from universal intelligence

Successful people also still have desires and the drive to achieve those desires. As mentioned they give themselves permission to live in the moment, the present, versus the future. Desire to be rich - let the emotion of your desires pull money towards you. Desire to have anything you envision in your life. Just ensure you let those desires tap into the attraction of these things, without costing you peace in your current place.

### 14. Success habits

Daily and weekly habits that focus on growth.

Growth in all aspects of your life. Successful people build the routine that works for them, not just what works for someone else. An example of this is meditation and/or quiet time in your routine. For some there are pure forms of meditations, while others find meditating only brings more mind chatter. In those cases trying walking meditation, quiet time in a peaceful place. It's not about HOW you do it, it's about bringing the quality of a few moments of stillness into your life to 'listen to the whispers in the wind'.



## 15. Automatic and repeated behaviors

Taking some of these habits and patterns you have been developing, and creating an automated and consistent system to implement them. Learning



that instead of having to think about it, it's just automatically happening. Instead of thinking about taking some money from your business account into a savings vehicle, have it automated. Instead of having to think about stronger nutrition each week, implement a delivery system or your own weekend prep time, so that throughout your week you have all that you need to follow through on the stronger nutrition you've committed to.

## 16. Awareness = consciousness

Knowing that the first and most powerful step to anything is awareness. Instead of expecting some change in your life instantly, the simple awareness allows you to see where you have that old habit or pattern. The awareness is the first key in the change cascade. All too often we've been on auto-pilot. Coming off auto-pilot increases our skills, and the quality and caliber of our lives.

## 17. Risk taking

Why have we created a negative connotation to risk taking? It's merely to venture into or take a chance on something. Now calculated risk is preferred, yet all too often we've been taught or

have the belief that any risk is negative. Being willing to risk, and tap into the courage we spoke about earlier, makes you come alive.

## 18. Stick to decisions

The more decisive you are, the faster you move in a specific direction. Now of course there are times when that decision leads to something unwanted and unexpected. Yet then you can course correct quickly. If you are in the habit of wavering, and not making a decision or sticking to the decision you feel is true for you, then you slow this learning and growth curve.

## 19. Set boundaries

To raise your standards in life takes more clearly defining some of your boundaries. What are you willing to accept? What are you no longer willing to accept? What are you willing to put up with? What happens when someone doesn't honor that boundary?

## 20. Work Smart

Many of us grew up with the mantra that hard work got the results. Absolutely be willing to put in the disciplined work, yet shifting to working smarter and more effectively is key. What can you automate? Is there something you do 20 times a day that you could create a new system



around? What if you hired someone to look at your systems and processes and help you create a stronger business?



### 21. Read

Leaders are readers. Books can become an additional coaching system in your life. Books of all types. Business books, fiction, autobiographies and biographies. Seeing inside someone else's life and the way they think can spur ideas for YOU.

### 22. Meditate

Mindfulness, and the practice of mindfulness in our lives, opens up new horizons and possibilities. You tap more easily and effectively into your own intuition, and things more naturally just strike you - those ideas that become concrete through practicing mindfulness.

### 23. Mastermind

Understanding the power of masterminding, and tapping into it, brings more focused expertise to your life and business. There are some key principles to follow: work with trusted people, have an odd number, specifically set a time to meet consistently, and ensure you are meeting with people from many backgrounds, styles of business, and economic levels. This is the fastest way to tap into higher levels of thinking. In the business world having a board (a form of a

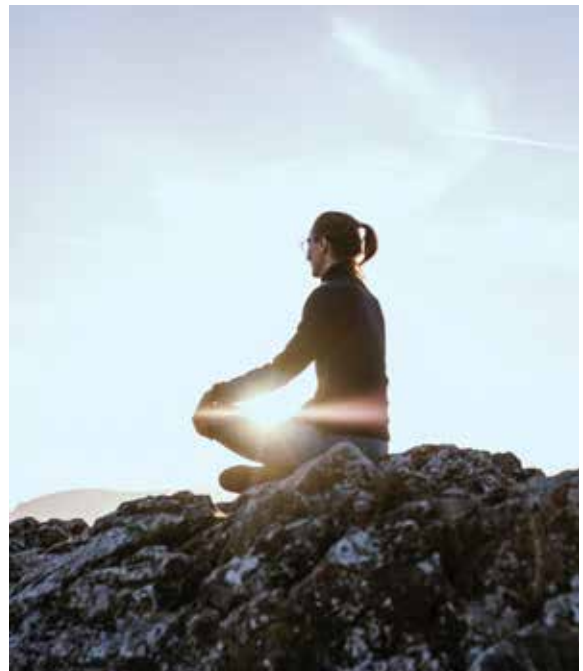
mastermind) consists of having people on it that you could never afford to hire individually into your business!

### 24. Delegate

A lot of our time gets eaten up or wasted doing 'jobs or duties' that we could delegate to someone else. The trap, is that for many people you've tried to delegate and then just ended up stepping in to do the job anyway! There is a system to this, a reporting structure to build in, and a leadership training required for yourself to most effectively utilize delegation on your team and in your life. Learn these simple skills and watch your business productivity go up, and your freedom factor exponentially increase.

### 25. Constantly learn

Constant and never ending improvement builds fulfillment into your life. If your green you grow, if you're ripe you rot. When we think we have it all figured out, we begin to stagnate. Everything in the universe is either expanding or contracting - ensure you are constantly expanding yourself.



## 26. Humble

Being humble and gentle is a powerful soft skill of leadership. It's not a lack of belief in oneself, it's actually a standard of empathy and seeing more in others than they see within themselves. This shows up in your business and life by giving credit where it's due, listening actively, taking accountability when things go wrong, and helping and guiding others.

## 27. Authenticity

What you see is what you get. Being yourself in EVERY situation. Understanding your core values and living a life based on these builds that authenticity.

## 28. Ideas

You honor your ideas, and other people's. Instead of telling someone all the reason their ideas won't work, why not dig deeper? Asking more questions. One business system is called the 5 Y's - going 5 levels deep with your questions about any idea, uncovering for yourself or with a team an idea that has even more significance or meaning - like masterminding!

## 29. Get up when you fall down

Dust yourself off quickly. Shift into learning - asking yourself more powerful questions so you uncover the learning in this experience. Instead of hiding based on the emotions related to the situation look more closely from a factual perspective. What worked? What parts didn't? Suspend the self doubt and the embarrassment - embrace the learning.

## 30. If you're not early, you're late

This is a powerful standard. Respecting your own time and other people's time. This creates a level of preparation for anything and everything in your business and life.

## 31. Awareness and value of money

Be willing to embrace the business aspect of your practice and career. Service to others is enhanced when you understand the true value of your skills and what you offer, and expect an equal exchange of money. Understanding that your fee is your fee. Then start early with wealth building. Our profession has a major challenge with debt and wealth building. Learn. Grow. Embrace wealth.

## 32. Zero tolerance for negotiations

In your business, it's not let's make a deal. It's a set and solid fee structure and care plan. You know what works and speak that truth without negotiating and/or compromising to 'keep' a patient happy. Extend this into your entire life with clarity of the things that matter to you, and not compromising on core values.

## 33. No excuse zone

Take full responsibility for your actions - the good and the bad. Be reliable and accountable to yourself. Be trustworthy. Don't point fingers at others. Take a look at your role or lack of communication when something hasn't gone according to plan.

*Being humble and gentle is a powerful soft skill of leadership.*



### 34. Strengthen willpower

Anticipate the discomfort and plan around it! Know how you will move through it. Will power is the strong determination that allows you to do something difficult - allows you to tap into the discipline to create and achieve your dreams.

### 35. Rejection gets you closer to the YES

Instead of taking rejection personally and emotionally, realize it's a fast way to course correct. Take the learning from the situation and grow. Realize that rejection from a patient just means 'not right now'. Notice how often they come to the office at a later date, and/or come back for care at another time. Rejection often 'weeds out' those that aren't part of your true tribe.

*The practice of Mindfulness in our lives opens up new horizons and possibilities.*

### 36. Get so excited about attaining your goal

Build excitement and emotion that pulls you toward it. Successful people already see themselves accomplishing their goal. They know what it will look like and feel like. They are clear what it will represent to themselves, their family, their community, etc.

### 37. Course correct

Study examples of companies that developed new products when they were blocked on their core business. Successful people learn quickly. They don't wait until they are 100% certain before taking an action - 75-80% certainty then they pull the trigger. Successful people don't make

decisions based on one bad day - they watch the trends and then course correct quarterly and yearly.

### 38. Think it, Ink it

Put things in writing. People with goals or actions in their head are 10X more successful than people without specific goals. People with written goals and plans that they review are 30X more successful. Which group are you in?

### 39. Constant and Never Ending Improvement

As you evolve, blocks and obstacles become pebbles and dust instead of the rocks, boulders and mountains they originally appear to be.

### 40. Make an unwavering decision to be rich

The most successful Chiropractors got their



service and value very clear. They focus on building their wealth and assets. They understand their 'practice' is a business. They build personal wealth plans.



#### 41. Shift Your Thinking

Make a transformation between your ears. What you think about you bring about. Thoughts become things.

#### 42. Who do I need to Be or Become to create my dream life?

Willingness to work on 'ourselves' - consistently. Challenge yourself with coaches...not just mentors. Commitment to working with a coach to grow.

#### 43. Would you talk to anyone else the way you talk internally to yourself??

Awareness of your thoughts, then specific actions to change and control these!!

#### 44. Wealth appreciates for the appreciative

Focus on what thankfulness and gratitude can bring into your life. Set some ritual to write about and acknowledge what you are thankful for. Whether you journal, write a list, speak it out loud. Be thankful for who you are and what you have, all while in the pursuit of our next wants and dreams.

#### 45. Nobody wins if you give up!

Take a moment, or even some hours, to feel the emotion or pain. Don't ignore or avoid it. Just don't wallow in it - move on. Tap into how you were destined to do this. Chiropractic chose you. We need you and your brilliance in the profession. Your community needs YOU.

#### 46. Mindset

When the pain is too much to bear...you will persevere with a strong mindset. Perseverance through ANY aspects of business and personal life. Not shrinking, or hiding...just tackling things head on. Knowing that you have the ability to move through anything.

#### 47. Life is not a highlight reel - stay off media!

The most successful people do not read newspapers, online news, spend exorbitant times on social media, etc. Really systematizing and utilizing media in strong and powerful ways, versus comparing what others are doing and creating.

#### 48. Potential unexpressed turns into pain

You graduate with the potential to help and serve a lot of people. Through Chiropractic you have the power to transform lives. Yet when we aren't able to express ourselves we quickly shift into self doubt and emotional pain. The power of communication - succinct and clear - is what will allow you to share your gifts.



#### **49. Speak about the life you crave**

Find trusted people, advisors and mentors - talk out loud about the dreams and visions you have with trusted people. Your mind doesn't know the difference between something real and something explained and envisioned in explicit detail.

#### **50. Live an Authentic Life on your own terms!**

Build YOUR model, not someone else's. Anything that isn't feeling congruent then quickly define what it is you truly love and want more of. Be the best version of yourself - not a second rate version of someone else.



— NOTES —



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