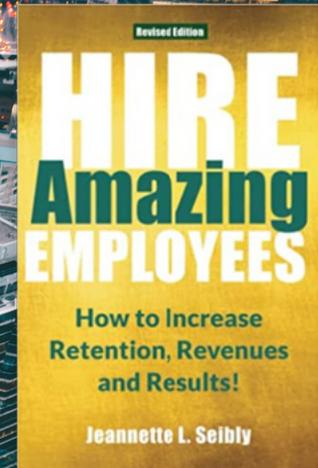
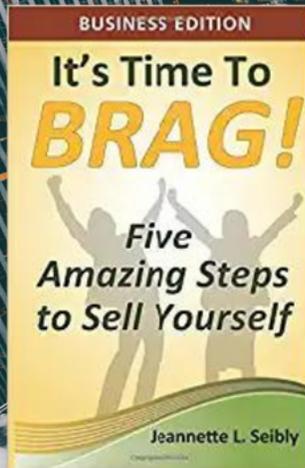


30 TIPS FROM 30 YEARS

as a Leader and Entrepreneur

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30 years ago, we were not called “entrepreneurs.” We were called consultants or “unemployed looking for full-time work” or “unemployable in well-run companies” (by the way, many of these companies are no longer in business).

Women in the 1990s had a difficult time being successful. It was difficult to get financing and have others take you seriously. Men often won the contracts and sales even though women made the same offer with better customer service. It’s why I created the book, [“It’s Time to Brag!”](#)

“THE MORE THINGS
CHANGE, THE MORE
THEY STAY THE SAME.”
CHINESE PROVERB

The bottom line is ... from everything I’ve learned, the most important tip is “Don’t be afraid to reach out to those that can guide you forward to success.” I’m thankful I did.

1. Value what you do, who you are, what your goals are, and where and what you spend your time on.
2. Stop comparing yourself to others ... it's a no-win game. They are not you.
3. Have clarity about your vision and purpose. If you don't, you'll attempt to go in too many different directions without any success.
4. Take the word "try" out of your vocabulary.
5. It's the elephant in the room that always gets in the way (e.g., emotional intelligence, unconscious bias, lack of honesty)
6. Be persistent ... but remember perfectionism costs time, money, and intended results.
7. Clean up mistakes fast and put aside your fear of failure (we all fear failure ... successful people move forward anyway).
8. Be coachable. Yes, that means listening to others' advice and counsel!
9. Find "real" support from people that truly want you to succeed.
10. Don't expect clients to pay above and beyond the agreed-upon price and deadline. But remember, failure to deliver above and beyond (within reason) could cost you a client.



WHENEVER I EXPERIENCED A MISTAKE OR FAILURE, MY MOTHER (ONE OF MY BIGGEST ADVOCATES) WOULD SAY, "STOP MAKING IT MEAN SO MUCH."

21. All successful people have blind spots and find themselves in sticky situations or difficult relationships. To effectively overcome these, they work with their long-time executive coach to get unstuck.
22. Stop making decisions for your employees, coworkers, family members, and friends without asking them for their input for what they'd like to do (e.g., attend an event, job transfer, paint a room).
23. Be present in your conversations with others. How you talk and listen reflects the quality of your relationships ... business, social, and family.
24. Take great care of your customers to keep them with you for a very long time.
25. Be a good customer by paying your invoices and bills on time.
26. Learn how to brag. It showcases your confidence when marketing, selling, and supporting the company spirit.
27. Self-care and compassion for yourself and others are important.
28. No matter how you spin it, if you don't operate with integrity, it will come back to bite you.
29. Stop fighting. It only creates resistance. Instead, work towards a better future that goes above and beyond what is right or wrong.
30. Life wasn't meant to be easy or hard. It's your ability to deal with reality as it is that makes the difference.

“EVERY PERSON HAS ALREADY HAD SUCCESSES ... BUT MOST ARE NOT PRESENT TO WHAT THEY'VE ACCOMPLISHED! CONDUCT AN INVENTORY ... IT BUILDS CONFIDENCE IN SHOWCASING YOU.”



Jeannette Seibly is The Leadership Results Coach. Celebrating 30 years of award-winning international executive and family business management consulting, speaking, and coaching. She's also an Amazon Best Selling Author with essential tips for busy employers! Her commitment has guided 1,000s of leaders to make a positive difference in their businesses. Feel stuck in a sticky situation or difficult relationships? Want straightforward counsel to blast through it? Let's chat! [Contact Jeannette](#) for a confidential conversation.