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## How Do YOU Measure Success?

September 2016



When you picture someone successful, what do you see? A business man or woman at the top of their company, making fistfuls of cash? A small business owner? A salesperson earning a five thousand dollar bonus and a new car? While all of these may be depictions of success, ask yourself this: Are they your ideas of success?



I'm a success today  
because I had a friend  
who believed in me and I  
didn't have the heart to let  
him down.

--- Abraham Lincoln

Who believes in you? It may be a colleague or family member, a child perhaps who is always watching what you do and listening to what you say. I've been surprised, sometimes years after the fact, to learn about ways that my actions or words positively influenced others. You are a role model for someone and you never know when they are

Oftentimes, we are narrowly defined by our careers (there's that classic dinner party question, "So what do you do?"). Modern philosopher and author Alain de Botton calls this tendency of passing judgment on others according to their occupation "job snobbery." He says, "What is a snob? A snob is anybody who takes a small part of you and uses that to come to a complete vision of who you are."

I am a huge proponent of a healthy work-life balance. Most of us care about things outside of work (family and friends, traveling, boating, cooking, hiking, etc.). These are the things that lend meaning to our lives and give us a deeper purpose. Being a successful photographer, for example, might be just as important to you as earning a raise. And that's ok. So, this is my advice to you: Take the time to think about your personal definition of success. Make a list of things that are important in your life and start thinking about how you can achieve success in each of those areas. Do you want to be an excellent role model for your children? Do you want to spend more time with friends? Do you want to hone your woodworking skills? Or climb a mountain? Or write a book?

watching. Believe in yourself because they do!

Success is not measured by what you do compared to what somebody else does. Success is measured by what you do compared to what you are capable of doing.

--Zig Zigler

It had long since come to my attention that people of accomplishment rarely sat back and let things happen to them.

They went out and happened to things.

--- Leonardo da Vinci

What would you go after if you knew you wouldn't fail? Sometimes our fear of failing or not doing it as well as we might want prevents us from even starting. But what if you succeed? What will you miss out on in life if you never start toward that success? So, what is it you want? What are the first simple steps you can take today toward that vision?

## Upcoming Newsletters

### October 2016

- 6 Steps to Re-Capture Your Goals

### November 2016

- How to Offer Feedback Constructively



December 2016

- Step Into Your Leadership –Lessons from the Top Turkey

## KCS Services

### KCS Coaching Services:

- Personal Career Coaching
- Job Offer and Salary Negotiations
- Executive Coaching

### KCS Consulting Services:

- Leadership Development
- Team Development
- Customized Training and Facilitation
- Strategic Planning

And yes, your career should probably make it onto the list as well, but I advise you to think about your work on your own terms. What does career success look like to you? Does it mean climbing the company ladder? Making more money? Starting your own business? Or maybe your goal is simpler than that; maybe you would like to be the best you can be in your current position and wow others with your outstanding performance. Whatever the case might be, it's your goal. It's your definition of success. How will you achieve it?

Warmest Regards,

Need some help thinking about what you want?

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