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How Do YOU Show Up for Your Business

Answer These 8 Truth Serum Questions to Find Out

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How Do YOU Show Up?

Who you are being has a lot to do with your success, in business and life. The truth is, your business/career is like any other relationship you have. It's a reflection of you and how you show up. If you are noncommittal or disengaged, you likely will experience problems down the road. Before that happens, take a look within. Are there changes you need to make around how you relate to your work?

I've been an entrepreneur for 14 years. I co-founded a sales and marketing consulting group, an executive recruiting firm, and most recently, a business and life coaching practice. Before I started working on my own, I held sales and sales executive roles within technology companies. My experience has allowed me to intimately understand wide-ranging facets of business, like creating business plans, raising capital, marketing, sales, hiring, building partnerships and growing revenues. I've worked with many entrepreneurs and have consulted with companies at every stage of growth.

Whether you are an entrepreneur just starting out, or an executive of a Fortune 500 company, each business phase requires different things from you. No matter the stage, you gotta show up consistently and be able to handle the truth of who you're being.

Check out my **8 Truth Serum Questions** to ask yourself if you're performing at the top of your game.

8 Truth Serum Questions

Are You Showing Up for Yourself and Your Business?

#1 Are Anxiety and Fear Driving You?

Do you have an underlying fear that you won't be successful? Literally who doesn't. Are you more focused on being busy than on real, tangible results? Are you stressed out all the time? If any of these questions ring true, get in touch with your fears to find out what's driving you. It's okay, don't worry, we all have them! Perhaps at this very minute you are embarking on a huge endeavor, full of unknowns. That's scary! Be aware of your fears, acknowledge them, and realize that some are there for a good reason. Just don't let any of them stop you from creating the business of your dreams.

#2 Are You Late to Meetings or Deadlines?

If you run late more often than not, you're giving off the message that your time is more valuable than the person you are meeting with. If you don't meet your deadlines, you're showing up as someone who doesn't meet their commitments. This may sound harsh, I know. But if you're not doing what you say you will do, ask yourself why. Maybe you have too much on your plate. If that's the case, let the person who you made the deadline with know you're not able to meet it - ideally, ahead of time. Agree to another date that is realistic and comfortable for you, and then make sure to meet that commitment. Remember, your word is powerful and you want people to know that you mean it.

#3 Do You Ignore Areas of Your Business You Don't Like?

I hate to tell you this, but there will always be things you gotta do that you don't want to do. As one of my favorite bosses used to say, that's why it's called "Work" not "Fun". Work will, on occasion, require you to do things you're not good at or that don't inspire you. Whether you work for yourself or if you are deeply passionate about your job -- there is always something. Early in my career, I procrastinated doing my expense reports because it gave me major anxiety. But ignoring it didn't make it go away - ultimately, I had to handle it. Face the things you don't like head on and when you can, outsource. If that's not an option, learning to do something that isn't natural for you can actually be empowering!

#4 Do You Have Difficulty Generating Leads?

In this day of social media, there are more than enough leads to go around, and then some. If you are stuck on this it may be a result of your mindset. Are you focused on lack vs. abundance? Lead generation is both a science and an art, and you will get good at it if you practice. If something isn't working, look at the process as a creative puzzle. Continue to modify and tweak and your efforts will eventually pay off!

#5 Are You Struggling to Make Money?

Many entrepreneurs and consultants have trouble asking for what they are worth for their services. If money coming in the door is a problem, look at your pricing to see if it reflects your true value. If not, go a little deeper. Why is is difficult for you to believe in your own self worth? Or if you work for a company, you're struggling to make what you want to earn, ask yourself about it, and then ask your boss. Making money is like a game - figure out what you want to be making and leverage your talents to MAKE it.

#6 Is Your Lack of Clarity Making You Feel Stuck?

Are you confused about what direction to take your business? If you are, you're not alone. It's difficult to get clear when you have several possibilities in front of you, right? Truth be told, you can't do everything at once, especially if it's only you. If your priorities aren't clear, confusion easily can set in and cause inertia and that's when you feel stuck. Make it simple. Get clear on what your #Top 5 List is and take action each day.

#7 Do You Expect Your Business to Grow without a Strategy and Plan?

It's gonna be really hard to take your business in a specific direction unless you have a clear strategy and action plan. I liken it to a sailboat without a rudder. You can put all the time and energy into your business, but without a focused direction, the wind will take it where it wants to go rather than where you want to go. It doesn't take 3 months to create a strategy and plan, it can take as little as a few hours. You are not seeking perfection. Commit to developing a plan and be willing to change it often. Your business success requires it of you.

#8 Do You Hold Yourself 100% Accountable for Your Success?

This is a biggy. It means you can't make any excuses - nope. You can't blame someone else if you don't meet your revenue plan or another deadline. No scapegoats allowed. The buck stops with you. You gotta be 100% committed, ultimately to yourself. You must be ALL IN. You are the one and only one driving your business and your life.



If you are an entrepreneur or company executive, I could be your perfect coach to help you align with your business goals for your ultimate success.

Check out my business coaching options **here**.

I am on a mission to help 50 women gain more success and freedom by the year's end! I'm offering a free 30 minute coaching session to make that happen.

For a 30 minute free coaching session, sign up **here**.

Let's create a fulfilling and abundant business life for you.



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