



PowerGrowth™ Tip

An Attitude of Gratitude

Michael Bitter

One of the traits I routinely observe in the most successful business owners I know is an attitude of humility and gratitude. These owners know that they owe a large part of their success to many things, people, and circumstances that are not of their own making.

As business owners we have much for which to be grateful.

We have been abundantly blessed with many personal gifts. As entrepreneurs, we have been blessed with intelligence, confidence, a burning passion and desire to succeed, and tenacity that defies logic. These gifts have sustained us through countless challenges and setbacks.

We have been abundantly blessed with phenomenally supportive families, friends, and cheerleaders. They have, and continue to, support us as we build and run our businesses. They have stood by us through many hours away from them, stress that would kill most "ordinary" people, and sometimes, financial hardship. They have encouraged us. They have pushed and challenged us to succeed. They have never given up on us---even when we were ready to give up on ourselves. Without their love and support, many of us would simply have "thrown in the towel".

We have been abundantly blessed with wonderful, talented, committed team members. Many of us owe a large part of our success to the talent, dedication, and hard work of our team. Without their help, our brilliant ideas would be only that. They have helped us make our ideas a reality. They, too, have stuck by us through challenging times. And, most important, they have put up with us. They have put up with our moodiness, our stubbornness, and yes, even unreasonableness.

We have been abundantly blessed with loyal customers---many who have become much more than just customers. They have become friends. We have been blessed by those customers who took a chance on us in those early years---when we were still learning our "stock and trade" or before our products or ideas had been proven. Those early customers may have endured shipping problems, billing problems, service problems, product defects, and a host of other broken promises as we learned our business and perfected our systems and processes. Yet, they remained loyal. And, much to our chagrin, they even referred others to us and agreed to be references.

We have been abundantly blessed with understanding, creative, dedicated suppliers. They have provided us with ideas and support. They have worked with us to get a price for their products or services that allowed us to make a profit. Many of them are truly interested in our success and are among our team of cheerleaders---not just because our success helps them, but because they really care. They, too, stuck by us---when we only purchased minimum quantities or weren't able to pay our bills on time.

We have been abundantly blessed with advisors and mentors. Many of us began our business careers with a great idea, but only limited knowledge of how to turn that idea into a successful business. For many of us, we owe a large part of our success to a circle of trusted advisors and

mentors. Without their help, many of us would probably not have succeeded. They have provided us with insights and direction. They have kept us out of trouble by gently challenging some of our “hair-brained” ideas, so as not to bruise our fragile, entrepreneurial egos. They have forced us to think things through. They have encouraged us and pushed us to be more and do more. And, sometimes, we have to admit, they have saved us from ourselves.

We have been abundantly blessed to live in a country where we are free to pursue our passion; to live in a country where we have an economic system that provides us with nearly unlimited opportunity to succeed. And, most of all, we have been abundantly blessed by men and women who have been willing to pay the ultimate price to protect that freedom and those opportunities.

And, for me personally, I believe I have been blessed by the guiding hand and providence of a loving, merciful God, who has blessed me with more than I have a right to expect or receive. I have been blessed with countless small miracles along the way: people and help that “showed up” in my life just when I needed it, unexpected money that showed up “just in time”---which allowed me to keep going---one more day, a deal that I won that I knew I had no chance of winning, ideas that seemingly came out of nowhere, and, of course, a hand in providing all of the blessings listed above.

Yes, we have all been abundantly blessed in so many ways. So, let us always remember that we did not get where we are on our own. Let us always remember to adopt an attitude of gratitude, and always remember to be thankful for the countless gifts with which we have been so richly blessed. And, most important, let us remember to personally thank those who have played such a large part in making us who and what we are.

More Information

Want to learn more about this topic? Want or need to grow your business or take it to the next level?

- Visit our website: www.bizresults.net
- Attend a PowerGrowth™ Boot Camp. See “About the PowerGrowth™ Boot Camp” below, or visit: www.bizresults.net/bootcamp.htm
- Book a public speaking engagement. See “About our Public Speaking Services” below, or visit: www.bizresults.net/speaking.htm

About Business Results Unlimited

Business Results Unlimited is a St. Louis based **professional services firm** that provides **business development focused education and mentoring services** to help small business and professional service firm owners **grow their customer base, revenues, and profits**.

Learn more: www.bizresults.net

About the PowerGrowth™ Boot Camp

The PowerGrowth™ Boot Camp is a comprehensive **2 day business growth and development focused seminar** that provides small business and professional service firm owners with practical, proven, “real world” **business growth and development fundamentals, concepts, techniques**, and a simple, **step-by-step system** that enable them to:

- **Attract more prospects**—that are more likely to buy from them rather than their competition
- **Convert more prospects** to customers more often—**without sacrificing price or margins**
- **Increase loyalty** and retain customers longer—without losing them to their competition

- **Increase repeat business and referrals** from their existing customer base
- **Increase** overall profitability and **personal income**
- Create a more autonomous, self-reliant businesses that runs itself—providing their owners with **more personal freedom and time off**

The Boot Camp is the **foundation and pre-requisite** for all other seminars, workshops, coaching, and consulting work provided by the company.

Learn more: www.bizresults.net/bootcamp.htm

About our Public Speaking Services

Business Results Unlimited provides **FREE** and fee based public talks on **a variety of business growth and development related topics** designed to help small business and professional service firm owners **create, build, and run faster growing, more profitable companies.**

The company offers 30-45 minute **short subject talks**, as well as 1 – 2 hour **keynote talks** and **breakout session** topic presentations.

FREE short subject talks are available to chambers, business organizations, networking organizations, and trade associations with **audiences of 20 or more** business owners, executives, and/or aspiring entrepreneurs.

Learn more: www.bizresults.net/speaking.htm

About the Author

Michael Bitter is an educator, author, public speaker, and owner of Business Results Unlimited, a St. Louis based professional services firm that specializes in teaching and coaching small business and professional service firm owners how to create, build, and run faster growing, more profitable, more valuable companies that run themselves.

Well known for his relaxed, humorous and entertaining presentations, his topics, laced with personal stories and examples, provide practical, common sense based solutions to some of the most common growth and profitability challenges faced by small business and professional service firm owners.

With **over 30 years of business development experience**, Bitter has combined and distilled information gained from his **20+ years** experience in the **corporate** world, his own **10+ years** of **small business ownership**, countless books and seminars, and his personal study of successful and unsuccessful small businesses.

He combines that distilled wisdom with humorous stories and real life examples to leave his audiences entertained, educated, inspired, and motivated.