

7 Successful Business People Share Their Positive Habits



By Matthew Turner / Turndog

As an entrepreneur, my guess is you have a huge crush on a fellow entrepreneur, right?

We all do.

We want to be more like them, and to have their network and knowledge and happiness.

You strive to be just like them, right?

But have you ever thought about what makes a successful person successful?

Having interviewed 163 inspiring and thriving business owners for my latest book, I've learned a lot about what sets those at the top of their game from the rest of the pack.

You see, these uber successful individuals share certain habits that define their success, allowing them to make money, work with the best, and head-up a community of adoring fans.

But they don't possess superpowers or something you can't have.

And in this short guide you'll meet 7 Entrepreneurs who live a free and happy (*let alone massively successful*) life, and soon you'll see what separates the best from the rest.

Let's dive straight in...

MICHAEL O'NEAL – SAY YES TO OPPORTUNITY, NO TO WORK

As founder and host of **The Solopreneur Hour**, Michael O'Neal has interviewed and rubbed shoulders with some of the world's finest minds.

He happens to be quite the inspirational guy himself, and during our interview he said:

“Say yes to opportunity, not to more work.”

At first glance you may deem this strange, because as an entrepreneur you need to say yes to work as it's this that brings in money.

Yet, successful entrepreneurs like Michael appreciate how saying yes-yes-yes to more work means you don't have the time to grow your own business and reach your potential.

Saying yes to work at all times limits what you can do, whereas taking a deep breath and saying no allows you to say yes to new opportunities... new ideas... greater potential.

Michael spent a long time working for an hourly wage, but he says it's when he started to say no that good things began to happen.

He shaped a meaningful life on the back of this (*one with massive success*), and it all began by saying no to work and yes to more opportunities.



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JENNY BLAKE – BE GENEROUS & SHARING

Although **Jenny Blake** spent five years at Google, it wasn't until she left Silicon Valley to begin her own business that she thrived.

And despite existing in a corporate world where departments didn't always share information and ideas with one another, she broke down these barriers once she worked with her own clients... wrote her own books... built her own processes...

She held ideas and secrets that set her apart from the rest, but instead of hiding these from the world, she invites anyone who wishes to uncover them to do so.

She doesn't ask for money or even an email address, and although this may seem crazy to some, it's what sparked Jenny's success in the first place.

Be Generous. Be Transparent.

The more successful people I meet, the more I realise how open they are with their advice and their stories and their support.

They don't hold back. They aren't greedy.

People like Jenny thrive because they break down as many barriers as possible that separate them from you.

So, the next time you're scared to share something because you're worried someone may steal your idea, don't be!



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JAYON GAINARD — BE GIVING, EVEN DURING TIMES OF HARDSHIP

After **Jayson Gaignard** found himself \$750,000 in debt, he decided to do something rather extreme — and dare I say, something the majority of people wouldn't.

Despite losing his business and having almost nothing to his name, he kept inviting high-worth business people to intimate dinners where they could connect and chat with one another.

He did not sell to them. He did not ask anything from them.

He invited them... connected them with each other... and he paid the bill.

And when I asked him how he had the balls to do this, he said:

“I realised the banks could take my house, but never my relationships.”

Despite going through one of the worst periods an entrepreneur can go through, he didn't penny-pinch or think about himself. He kept his eye on the prize (*his version of success... what he truly wants from this life*) and refused to give into fear.

He carried on giving despite having nothing, and although it took some time, it's this that lead to **Mastermind Talks** and the thriving business he runs today.



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SCOTT OLDFORD – LIVE & BREATHE YOUR PASSION

I once asked **Scott Oldford** (founder of **Infinitus** and The Limitless Business Growth Program), how he balanced his 14 hour days (*sometimes 15 or 16*) with his health, wellbeing, and family.

I could only imagine it created a great deal of fiction, but all he said was:

“My better half bought into my definition of success long ago.”

He went on to say how he shares this vision and definition with her and those he cares about, doing all he can to make sure they fall in love with it, so they further fall in love with him... So they can support him and be there for him.

For Scott, his business is more than a business; it’s huge part of his life.

He lives and breathes his passion, and dedicates each day to fulfilling his version of success.

Those he loves are part of this... not against it.

It’s not to say there aren’t struggles, but successful entrepreneurs are all-in.

They live and breathe their passion and let nothing stand in their way of it. If there’s an obstacle, they tackle it. They share their passion and make sure others fall in love with it too.



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AJ LEON – LIVE A LIFE OF MEANING

Despite having a Manhattan corner office and the type of salary most people would drool over, **AJ Leon** left his executive position two weeks before his wedding day.

He did so because his boss offered him another promotion, and he explained his crazy decision with me by saying this:

“I saw the rest of my life during that moment, and I didn’t like what I saw.”

AJ knew accepting that promotion would lock him into that life forever, so he quit and went in search of a life of meaning.

He setup **Misfit Inc** with his wife (*Melissa*), not only bettering their own lives forever, but adding value to thousands of others, too.

On the outside, people looked up to AJ as a successful person who had it all.

But on the inside it never lived up to what he hoped to achieve.

He wanted more and hated how he settled for less!

As an entrepreneur, your life needs meaning. It’s up to you to make sure you find this and push yourself to get more than the majority of people settle for.



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PAM SLIM — LIVE FOR TODAY, FOCUS ON TOMORROW

Pam Slim had developed a successful community of people wishing to build a life on their own terms; a feat I'm sure you can relate to.

And all was well until Pam realised she couldn't scale or grow her offer, therefore not only affecting her own ambition, but diluting what she provided her audience.

“Whenever I create something now, I consider how it will scale over time.”

These words stuck with me, because as an entrepreneur it's easy to get caught up in the here-and-now. You have work to do, after all, and it's hard to focus on next year or the year after when you have money to make today.

But by neglecting tomorrow, you limit what you can offer today.

You should live these moments right now and give them all you have, but your focus must remain on tomorrow... next month... next year... and how you can grow and scale what you do.

Forgetting this limits what you build, and at some point it affects how you live *today* and the legacy you build.



DORIE CLARK — CONNECT, CONNECT... CONNECT

As an in-demand speaker, consultant, and best-selling author, **Dorie Clark** has little time to waste. Yet, when it comes to connecting with new people (*and connecting those she knows with each other*), few do it better than Dorie.

She isn't successful despite spending this time creating and nurturing such relationships, she's successful because she does so in the first place.

As a go-getting entrepreneur, you have a long to-do list that never disappears, and as your days get longer it's easy to spend more time on your own... shut people out... cancel another meeting...

This is what short-sighted business owners do who spend their lives chasing success.

Whereas those successful folk who live a happy and free life... they not only find time to build and nurture relationships (*at all times, might I add*), but ensure it remains one of the biggest aspects of their daily day.

In short, be helpful... be open... be approachable...

DorieClark.com



You've just met seven inspiring and successful people who approach their business and day unlike the majority.

They aren't special or destined for success. They're successful because they have a different mindset to most, and these seven habits they share form part of this.

Although a good product and service helps you get to where you want to go, it's the people behind the products that drive the greatest success.

You've just peeked into the minds of seven inspiring individuals who set the standard, and you too can join them and fulfil your greatest potential.

Of course, this only scratches the surface.

I have much more to share with you, and I'm excited to do so in the coming weeks.

Best of all, you don't need to do anything to get these tips, stories, and exclusive content because I'll send it direct to your inbox in the coming days.

All you have to do is open my emails.

That is it. That is all :)

In the meantime, if you'd like to help share the work we're doing with The Successful Mistake, please considering spreading these three articles far & wide:

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Thanks for being part of this journey, and if you think I can help you apply what you've just read, email your questions and thoughts to: matt@turndog.co

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