

6 secrets to successful entrepreneurship

Are you a new entrepreneur? Or are you a struggling entrepreneur who desperately wants to be successful but you need some guidance or advice?

Here are 6 secrets or keys on how to be successful.

1. Know what you want. In order to be successful you must have a clear vision and plan. This includes written down goals. Your goals must be specific and detailed. For example: I will sell 100 candles by October 1st. This goal is specific. It states exactly how many of an item I will sell by a certain date. Simply saying I will increase sales is not good enough.
2. Be Positive. Have a good attitude and realize that no one experiences success 100% of the time. There will always be moments of failure and down time. These are a normal part of any business as well as life.
3. Associate with and learn from those who are already successful. If you spend your time only with those who have already achieved the kind of success you seek then the law of attraction says that you will eventually become successful yourself. In addition to meeting with, and talking with these people, you should also read books by successful entrepreneurs and listen to audio materials by them as well. There is also a wealth of information on the Internet by these people and much of it is available for free. Share your dreams and vision only with those who are already successful and who will support you in your endeavors.
4. Never Give Up. If you are experiencing some difficulties, hang on. If you continue to persist, set goals and take daily action, success is inevitable. You will have no choice but to eventually succeed. If you have to temporarily work on something else in addition to your business in order to support yourself do it, but continue working on your entrepreneurial dreams and they will become a reality.
5. Be Patient. True success is seldom immediate. Real entrepreneurial wealth and success takes time. Those who are truly successful did not experience their success overnight. We live in an instant get it now world and though it may seem like others have experienced instant success this is rarely if ever the case.
6. Do your research. No matter how great an idea you may think you have, certain ideas either may not work or may be more difficult than you originally thought. If you are a beginner entrepreneur seriously consider teaming up with a company who has already created a solid quality product or purchasing a franchise. It is much easier to sell and promote items if you are not the sole person responsible and if the name and brand is already well known or is at least familiar to a large group of people. You need to also make certain that there is a large enough need and audience for your products or service. It is also important to consider your competitors. Who else already sells or manufactures your products or something similar or offers your service? If the market is already too saturated you will find it harder to experience the kind of success you desire.

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