Do You Have a ‘Growth’ or ‘Status Quo’ Mindset?

Are you a “know-it-all” or “learn-it-all” business owner? This simple distinction in mindset will significantly predict your future as much as anything. The “know-it-all” mindset will yield stagnation; the “learn-it-all” will bring you greater success, wealth, and fulfillment.

As a business coach and consultant for more than 20 years, I can tell you with the utmost confidence that owners who have a “growth mindset” significantly outperform those who have a “status quo mindset.” Which one do you want to be?

The great UCLA basketball coach John Wooden said it best, “It’s what you learn after you know it all that counts.” How true that is. But sadly, many owners think they know it all. Is it possible that your own level of arrogance, stubbornness, and know-it-all mindset is holding you and your business back? Are you “fixed” in your ways, beliefs, skills, knowledge and habits? If so, be forewarned... you are definitely holding your business back from greater results.

Sadly, many small business owners believe they have all the answers, don’t need to listen to the ideas of others, have already arrived, and have no need for personal growth and development. They stop reading, learning, and growing. Typically, they also reject any business coaching, peer group involvement or best practices from outside their little world. Again, they are “fixed” and “inflexible.” As a result, these types of owners and businesses stop growing...at best, they are stagnating, at worst they are losing ground. You are never too old to stop learning.

I can promise you this... if you think the same ways and do the same things you did last year, you will get pretty much the same results this year. Also, if you don’t allow yourself to be held accountable, achievement of your business/personal goals will fall way short. Is that what you really want? I think NOT.

If you want your year to be much bigger, brighter, better, and different than last year, then you must make some changes. For your business and life to change for the better, YOU must change... otherwise, nothing will change. That’s The Growth Coach philosophy. If you aren’t careful, you will get the “same old, same old” results this year as you did last year. To avoid that, you must be willing to look to the past for lessons and in the mirror for a reality check. Take time to look back so you can move forward intelligently. To have a better year, you must first take full ownership and responsibility for the results from last year.

For a better, more profitable year, you need to sit down, reflect, face reality, and do some planning. In short, you need to take time and do some deep thinking. What was good, bad and ugly about last year? Quiet and uninterrupted thinking is the best gift you can give yourself and your business. What were the new ideas and strategies you should have learned from last year? What were the valuable lessons from the global recession?

To help you, let me ask you a few business coaching questions. What didn’t work in your business in 2009? What facets of your business are still broken or performing poorly? If someone were to think about buying your business today, what issues or conditions might worry them? What problems did you fail to confront head on? What tough decisions did you put off at a cost to your company? What worked great in 2009 that you need to leverage and duplicate in 2010? What is broken in your personal life that needs addressing? If you could change one thing in your business and one thing in your personal life, what would they be?

We business coaches believe so much in the critical importance of a “growth mindset” to business success, that we named our business coaching system with this in mind...The Growth Coach. To us, a “growth mindset” is the key foundation to greater success and happiness. In fact, our primary focus is to help business owners, executives, managers, and self-employed professionals to GROW... grow their mindsets, knowledge, skills, and habits. After all, there is a little known, but powerful, secret... that a business will not grow unless the owner grows. An owner cannot grow if they have a “know-it-all,” “fixed” or “status quo” mindset.

The “growth mindset” individual reflects on the fact that better days and results lie ahead. The “status quo mindset” individual reflects on the fact that their best days and results are behind them. Which individual you are is your choice. Again, this mindset distinction will greatly influence your future business success and personal fulfillment.

Can you change your mindset? Absolutely. We coach hundreds of small business owners every year to see the transformation up close and personal. Our coaching process helps them adopt more effective mindsets for greater success and personal fulfillment. But one must be open to change and admit that they can’t possess all the answers. Are you ready to do that?

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