

Increase Your Grit

Angela Duckworth, a leading Positive Psychology researcher, defines grit as the tendency to sustain interest in and effort toward very long-term goals. Grit is about the following:

- Passion and perseverance for long term goals
- Stamina
- Sticking with your future for years
- Working really hard to make future reality
- Living life as a marathon not as a sprint

Author Dan Richards offers these suggestions for improving your grit:

- **Choose how you react to adversity (like the loss of a major customer):** You can consider it a disaster or view it as an opportunity to go after new business so you will not be so dependent on any one client.
- **Temper your optimism:** Unrealistic optimism leads to disappointment. You probably won't triple your profits this year, but you could increase them by 20 percent. The key is to be *realistically* optimistic.
- **Pay attention to your body:** A healthy diet and regular exercise are critical to your success. You can't be focused on new business when you are recovering from a major illness. Put yourself first.
- **Challenge yourself:** Confront your fears (like public speaking or approaching new customers). Richards cites studies that show that doing so leads to "stress inoculation," giving you increased capacity to take on new challenges.
- **Network:** We all have highs and lows. Especially during those low periods, when our grit lags, we need the help and support of people we respect, who care about us.
- **Have role models:** It doesn't matter if your role model is Lincoln or your neighbor. Having role models who have overcome challenges will give you the strength to confront your obstacles.