

EQ Rules for Success*

Business is a Game!

Rule #1 “Know the Rules”

- “You have to learn the rules of the game and then you have to play better than everyone else.”
- Albert Einstein
- Do you know the rules (written and unwritten) of your organization?

Rule #2 “Assess Your Impact”

- What are you bringing to the game?
- How do you get to be an MVP?

Rule #3 “Don’t Do It Alone”

- Seek out alliances who can help you.
- It’s not what you know, it’s who *knows you* know.”

Rule #4 “Manage Work, Lead People”

- Processes are managed, people are led.”
- Every successful leader needs one important thing... Followers!!!!
- Be a Coach / Leader.

Rule #5 “Look Like a Leader”

- Nothing is more successful in leadership than the appearance of success.

Rule #6 “Think Excellence – Not Perfection”

- Seeking perfection is career limiting.

Rule #7 “Play Well with Others”

- You need a high degree of EQ to go along with your IQ.

Rule #8 “Take Risks – Make Decisions”

- Become comfortable with the “Plan B” concept.

Rule #9 “Seed for the Future”

- “All too often, we give people cut flowers, when we should be teaching them to grow their own plants.”

– John Gardner

- Become known for growing talent.

Rule #10 “Enjoy the Game”

- Keep perspective and humor.
- Need to love what you do!
- Be a role model.

*Based on the book, *Women are Changing the Corporate Landscape*,
written by Jean Otte and Rosina Racioppi, 2009