

Small Daily Habits – Replacing the Negative with the Positive - Consulting

Negative Habits	→	Positive Habits
Putting off and being fearful of BD phone calls	→	Schedule BD phone calls in my diary at the start of the week in to blocks and stick to it!
Not asking for help from others	→	Asking for help when needed and asking questions to clarify
Trying to do it all myself (independence)	→	Leveraging others to assist (interdependence)
Unclear focus on client management	→	Spending 10 minutes on the Client Management Board on a weekly basis to strategise, plan and drive my focus
Lack of awareness of what makes a good consultant	→	Observe others for good behaviours around BD, consulting, industry and client engagement
No daily planning which leads to reactive approach	→	Daily planning in morning, top five priorities and prioritisation of tasks
No big picture strategy/plan for developing your Business	→	Develop strategy for your business in 2013 and track actions on a fortnightly basis in my one on one
Being content with current performance	→	Continually seeking feedback on performance and ways to improve and grow
Expecting others to coach and develop me. Waiting for assistance and feedback.	→	Being proactive about asking for and receiving coaching and assistance from senior BRS staff. Every interaction is an opportunity to learn.
Not knowing intimately other service lines within BRS	→	Get familiar with all services lines so that I can look for opportunities for all of BRS
Wanting to be fed work from others	→	Putting my hand up to be involved in work both within and outside of my current service line. Undertaking work to connect with clients.
Not broadening my network	→	Build my network by attending BD meetings with others, attending industry events and conferences and meeting new contacts
Ordinary Consultant	→	World Class Consultant