

- 1- **Have grit:** you will have setbacks, no doubt about it, but you should never give up. As long as you are in the game you can still win. Every goal will take twice the amount of time, effort and resources that you initially envisioned.
- 2- **Have vision:** think about where you want to be in 5, 10, 20 years and write it down. If you don't know what you want, you can't be successful.
- 3- **Have a plan:** once you know what you want to achieve, put together a plan on how to get there. We always overestimate what we can do in 1 year but also always underestimate what we can do in 10.
- 4- **Dream big:** don't short sell yourself and what you want to achieve. The bigger the goal the more time and effort, but nothing is impossible. Be careful though, dreams are fragile and nay-sayers can quickly be the end of them – keep your big goals for yourself and share only the next couple of steps.
- 5- **Have a support system:** you will need mentors and advisors to bring you to the next level. They will be key to making the intros, pass on their knowledge, support you when things turn bad... It is a two-way street so whatever you can do for them, do it. Reciprocity is a very strong concept.
- 6- **Pay it forward:** be a mentor and an advisor yourself. You always have something to offer regardless of where you are in your career. It is a give and take – don't just take.
- 7- **Have guts:** do not hesitate to contact someone you are interested in meeting or ask for the role you want. The only downside is to get a "no", which on the positive side removes uncertainty.
- 8- **Be ready to pivot:** your big goal might not be the same in 10 years. Not because it is too difficult to reach but because the value to you is not there anymore.
- 9- **Victory likes preparation:** your resume needs to be continuously ready and updated. Before meeting someone new, research him/her. For an interview, come with several copies of your resume printed, questions prepared, info on the company and the position. Rehearse your pitch.
- 10- **Surround yourself with successful, like-minded positive people:** we are the average of the 5 people we spend the most time with. Spend time with people that inspire you and make you feel good about yourself, cut or avoid toxic people.