



Transcript: Mastering Excellence and Living a Life of Fulfillment

Intro: Get ready to be inspired, motivated, and empowered. Welcome to the Whole, Happy, Successful where we will talk about positivity, mindset, and different tactics and strategies to be more happy and successful. I'm your host, Behnaz Vala, and I'm on a mission to help as many people as possible to be more successful through a positive mindset. Whether you're looking to improve your career, strengthen your relationships, or find more happiness and fulfillment in your life, you'll find the guidance and inspiration you need right here. Join me in this fascinating journey and become more whole, happy, and successful. WELCOME TO THE BEAUTIFUL WORLD OF THE POWER OF MIND AND POSITIVE THINKING. LET'S START OUR JOURNEY TOGETHER.

Behnaz:

What is excellence? The following quote is from Aristotle and defines what excellence is.

"Excellence is an art won by training and habituation. We do not act rightly because we have virtue or excellence, but we rather have those because we have acted rightly. We are what we repeatedly do. Excellence, then, is not an act but a habit."

You can see that excellence is a habit, and any habit can be formed. The best way to create a new habit is by setting yourself new goals and creating a plan of action. Let's see how you can do this.

First you want to define your reasons, or why, for wanting to commit to excellence. Is it related to your business, your family life, or for some other reason? If it helps write down your reasons and your why for wanting to achieve this.

If your goal is to be committed to excellence for your business there are some simple actionable steps that you can put into place. If your business consists of clients, then get into the habit of demanding more from yourself than they do of you.

You can easily please your clients by doing any of the following:

- Giving more value
- Over delivering
- Finishing the work ahead of schedule
- Adding in a bonus

Another way to improve your business through excellence is by portraying a professional image. Is your website, logo, brochure information, business cards etc. all up to date and modern looking? If not this is one simple area to improve upon.

Customer service is another area where you can offer excellence. Make sure you have a great customer service center, whether online or offline. It is very easy to set up online help desks today. You can even create one using Google+ Hangouts.

By delivering quality customer service to your clients and your customers you can easily provide excellence. Always respond to tickets in a timely fashion and never get angry at the customer, regardless of the situation.

If you want to excel in your life then you can start by attempting to put forth the best effort you can. If you do this consistently you will have that air of excellence surrounding you. This will rub off on other people and they will begin to view you in a different light.

The best way to really commit to following a path of excellence is by having a good mindset. Once this is in place it will be much easier to focus on actually committing to excellence.

Can you truthfully say that you strive to do your best every day? If you run an online business, do you put out excellent products? Or do you just try and put out a product that will generate lots of sales quickly? What about customer support, do you even have a customer support system in place?

I'm not asking you to be perfect, that is not feasible, but I am suggesting that you are accountable for your actions. This is how you commit to excellence.

The problem with running an online business is that it is so easy to hide behind your website. You don't have a physical storefront so you don't see your customers in person. Everything is run behind the scenes so to speak.

Keeping this in mind then, you do have choices for how to commit to excellence with your business. These choices do matter, immensely.

Instead of just hashing out quick money making products, you want to start focusing on how you can add value to your products. What can you do to help your customers use your products?

This even applies to products that you might promote as an affiliate. Are you promoting products just to make quick cash? Or are you recommending quality items and tools that you know your customers can actually use? There is a big difference.

Any product that you promote should be high quality and be useful to your customers. It's even better if you actually use this product yourself. This shows integrity and sincerity to your list of customers.

If you want to excel with your business then quality really does count. This should apply to your own products and those that you promote. It should also apply to the way you market your business online.

The business image you portray online is going to define the perception of excellence people see you from. If you run engaging social media campaigns and are seen in various places interacting, this makes you look open and approachable.

Instead of trying to do a million things for your business, stop, and focus on one activity at a time. Then while doing this activity focus all of your energy and passion into it. This is the easiest way to develop excellence in your business.

It is important to understand that nobody can be perfect, but it is possible to be excellent.

The best way to develop a life full of excellence is by always putting your best foot forward and directing all your energy into your projects. As long as you acknowledge that you are doing your best, you really are excelling.

You have to put effort into everything you attempt, otherwise you can never develop excellence. You can't sit on the couch while becoming an excellent runner. You have to get out there and practice running by putting your best efforts into it.

Another way to develop excellence is to learn how to master things. This really applies to learning new skills or understanding how to run a new software program, for example.

You need to be committed in order to excel. Before taking on a project or committing to a goal, you must be prepared to fully commit and follow through with it.

Life is full of challenges. These can be ones that you set for yourself, or they can be ones that life throws at you. With any challenge you are going to make mistakes, and there is nothing you can do to avoid this. What you can do, is to learn from your mistakes. When something goes wrong, don't put yourself down, instead think of what happened and learn from it. This way you will be more prepared the next time.

Another way to challenge yourself is by setting high standards. Don't be satisfied with only doing those things that come easy to you. Do something that takes you out of your comfort zone.

To really develop lifelong excellence you should be always open to learning. This may include learning from books or by taking courses. But it also includes learning from life and adapting to things as necessary. Be open to becoming a reader of life!

Before you can really develop your excellence you must understand what YOU are all about. Do you know what your strengths and weaknesses are?

Developing a lifelong habit of excellence does not happen overnight. You need to be aware of your journey and take in your surroundings, as well as the people you surround yourself with.

Be open to new experiences and be willing to learn from your mistakes. This will provide you with a life where you can be happy and healthy and excel at.

Use the following steps to help you excel with your commitment to excellence.

Always give more than what is asked of you - when someone asks for help with a certain task or chore be prepared to go that one step further. If a neighbor needs help moving old furniture out of the house, offer to help move the new furniture in too. If you are working for a client then over deliver by adding something extra that adds value to the project without being asked.

Be passionate about what you do for an occupation - if you want to excel at work then you need to be passionate about what it is you do every day. This may not be that easy, especially if you aren't that happy with your current job. The next time you are asked to deliver a project, be passionate about it and put all your efforts into it. If not for your boss, for yourself, this way you know you delivered your best work.

Believe that what you do will make a difference - have you ever stopped yourself from helping someone else because you didn't think it would make a difference? This is the type of behavior you want to stop. All of your actions, even small ones, can really make a difference. You need to start believing this if you want to excel with everything you do.

Challenge yourself at all times - do you take the easy way out, or are you up for a challenge? People who excel love challenges and are always looking for one. Completing a challenge can really boost your self-confidence.

Expect the best of everyone - as soon as you start expecting the best from others, this is what you will see. Start thinking about yourself and others in a positive manner from now on.

Always follow through with things and follow up - how many times have you started a job and put all your effort into it, only to find your energy levels dwindle? Only take on a job that you know you can finish and when you do ensure that you do it right, and get it finished on time.

Focus on one task or goal at a time - doing too many things at one time is a sure-fire way not to excel at anything. You simply have too many projects and not enough time.

Are you trying to lead a life where you are committed to displaying excellence in everything that you do? This is a wonderful way to lead your life. One way to reach this point is by taking ownership and responsibility for all of your actions.

Once you 'own' your choices and accept the consequences, you will be viewed as a person who can be respected. Other people will see you as someone who can be counted on, and this is a huge trait to own.

The easiest way to display ownership is by not making excuses. If you were late for an appointment don't come up with a ridiculous excuse. Tell the other person why you were late and apologize for not calling to let them know.

It really is so easy to blame outside influences for your mistakes or oversights. While no-one can control one hundred percent of what happens, you can control how you respond to certain situations. This reaction can completely change your life.

Examples of things you can take ownership for include your relationships, your education, your fitness, and your social life. As you start to take ownership you will find that you feel more confident and have a purpose in life.

Along with ownership you need to learn how to be flexible. Are you currently willing to do things differently? This means not being stubborn when something isn't working. Take advice and attempt to change what you are doing. If you do, you will begin to excel at more tasks and this helps increase your confidence and self-esteem.

Becoming a flexible person means that you are happy to respond to a situation in a different way. When you are flexible, you are not rigid and set in your ways.

This brings us to another important factor in the quest to committing to excellence with everything you do. This is the step of adding balance to your life.

When you live a balanced life you are focusing on those things that hold meaning to you. At the same time, though, you are still mindful of those around you. You make choices that are related to the way you feel and what you are thinking.

Balancing your life entails knowing when you have to not go out with friends so you can finish up an important project. You recognize the importance of staying healthy and fit and act accordingly.

When you combine taking ownership, being flexible, and balance into your life, you will be well on your way to leading a life where you are committed to excellence.

Outro: Thank you so much for listening. If you enjoyed this episode, please subscribe and share it with your friends and family. I'd also love to hear your thoughts and experiences, so leave a comment and share them with me.

Also, join my **FREE** Facebook group "**Limitless Mindset Mastery**", and discover more. The link to join is in the show notes.

Stay tuned for the next episode, where we'll continue to explore important topics related to being whole, happy, and successful.

I am so looking forward to talking to you next week.

Expect the best and the best will happen to you.