

First step to success: Show up

Written by Julie Desmond
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This is a message to business owners and little people alike: show up. The difference between those who succeed and those who don't is directly related to who comes to the table.

Show up where you say you'll be. If you have regular office hours, keep them. Or let someone know you'll be late. There is no excuse for not doing so. Your innocuous fudging at the company time clock leaves everyone else imagining you have met some tragic end on the way to where you said you'd be, leaving them to handle your calls and appointments. Depending on your relationships with your co-workers, they might be more put out by the extra work than the day off they'll get for your funeral.

Show up when you say you will. If you make an appointment for either a phone conversation or an in-person meeting, confirm it and keep it. If you cannot possibly make it (you run out of gas, your prior call goes long... stuff happens) make up for it asap by informing the person you left hanging. Ever been stood up for a date? So, you know how it feels. Ever stood someone else up for a date? Skipping a business obligation will cost you far more in the long run, both in lost business deals and in the small annoyances that go along with rescheduling, apologizing, etc. Just show up.

Show up when you should. You never promised anyone you would stay late to finish the project, but you do it anyway, because it needs to get done. Your job description does not say you have to be nice to the delivery guy, attend the company party or help someone else in a pinch. But if you do, you will have better job satisfaction. And people will like you more. And you will make more money.

Once you are out of bed and hitting the shower, the rest of the day is easy. You made a few promises when you signed on for this job; people expect you to show up. Why wouldn't you?
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