

Top Traits of Successful Entrepreneurs

We all know it takes hard work to become a successful entrepreneur. But do you know what are the [top traits of successful entrepreneurs](#)? There are some commonalities between successful business owners. Consider these traits that help them reach their goals.

They think big. Successful entrepreneurs don't let themselves get lost in the weeds. Instead they know to focus on the big picture, always looking ahead and planning accordingly. That allows them to take advantage of opportunities and avoid pitfalls.

They understand customer service. Successful entrepreneurs know that their business is first and foremost about their customers. They listen to their customers and take care to make sure they are filling a need for them. They know that it doesn't matter how great the product or service is if it isn't what the customer needs.

They are focused. The most important thing any business owner does is plan. A solid business plan will tell you exactly where you need to be and how you will get there. It should drive every business decision, and let you know whether you are on track or need a course correction.

They are flexible. Things change, and business owners sometimes need to adjust or be left behind. Successful entrepreneurs have the confidence to work their plans, but stay open to change when market conditions warrant it. Continuing to do something that isn't working just doesn't make sense.

They have confidence in their abilities and their goals. One of the biggest obstacles for small business owners is often negativity. Friends and family will have doubts that you are making a good choice, and they will try to talk you out of it. You will have your own doubts. Wouldn't it be safer to stay in the job with the regular paycheck? Successful entrepreneurs know there is more out there for them if they are willing to do the work. They can ignore the naysayers and forge their own paths.

They are persistent. Small businesses fail every day. The [entrepreneurs who succeed](#) are willing to push through the hard times because they have a larger goal in sight. They expect setbacks—even failure—and are prepared to handle them. Successful entrepreneurs know how to learn from their mistakes, and those of others, make corrections and carry on. That is the difference between business owners who fail and those who thrive.