Are You Behaving Like an Entrepreneur? Asks Live Innovations

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Which key behaviours lead to success in the business world? Sales and marketing firm Live Innovations has revealed the behaviours they look for when scoping out fresh talent.

Research undertaken by insurer firm RSA reveals that over half of British businesses do not survive their first five years. In addition to factors such as funding, economic circumstances, experience and competition, Live Innovations is certain that the way people behave has a significant impact on business success.Tom Harris, Managing Director of Live Innovations, started his business in his early twenties. With dedication and passion for what he does, he developed Live Innovations into one of the leading direct sales and marketing firms in London. Tom Harris reveals the top five behaviours his business Live Innovations is looking for in new entrepreneurs. The firm is currently growing and is therefore looking for people who display these behaviours.

About Live Innovations: http://liveinnovations.co.uk/what-we-do/

1. Understanding the bigger picture

Entrepreneurs know why they do what they do. They understand that hard work and dedication leads to success. “As an entrepreneur you may have to invest many hours in your work, especially in the beginning,” explains Tom Harris of Live Innovations. It is important to stay focused and not to give up on reaping the rewards to come.

2. Asking for help

Asking for help is not a weakness, insists Live Innovations. In fact, involving others may give additional food for thought. “Pride won’t get you anywhere. By asking for help you can build connections and who knows, a few months down the line you may be able to return the favour,” says Tom Harris of Live Innovations.

3. Being hands-on

Today’s entrepreneurs should not hesitate to get their hands dirty. The advantages of being in the field are to get an understanding about what others do, show support, provide hands-on coaching, find out what challenges exist and the opportunity to resolve them to work more effectively.

4. Getting out of that comfort zone

Tom Harris of Live Innovations says: “It may feel comfortable at first; however people who don’t leave their so-called safety zone, will never be able to discover what else is out there to maintain that competitive edge and innovate.” Live Innovations pushes themselves out of their comfort zone every day. It is part of who they are and their key to success.

5. Finding the right balance

As an entrepreneur it can be challenging to find the right balance between work and personal life. It is therefore important to plan ahead, prioritise accordingly and keep time slots free to resolve emails and projects.

Live Innovations is London’s premier outsourced sales and marketing firm. Tom Harris has made it his mission to support new entrepreneurs by helping them gain the relevant skills to launch their own business. The sales and marketing industry is highly competitive. Therefore, Live Innovations scopes out fresh talent that demonstrates the behaviours above and then helps nurture and expand their traits and skills to prepare them to drive their business forward and achieve business growth.

For more information Follow@LiveInnovations on Twitter and Like them on Facebook.

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Live Innovations

T. 00000000000
E. admin@liveinnovations.co.uk
W. https://www.liveinnovations.co.uk

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