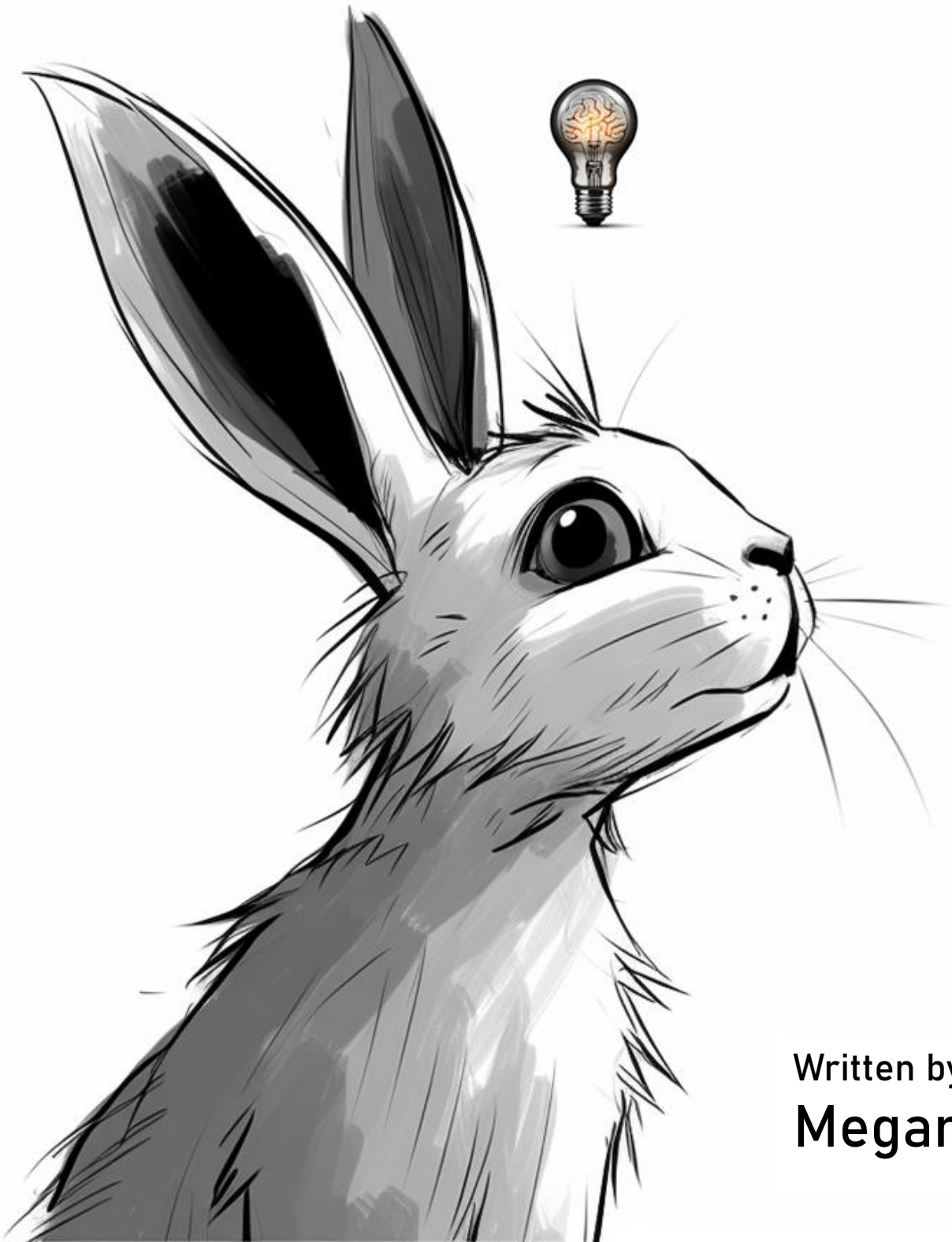


So, we're already going down a rabbit hole ...

A collection of stories, ideas, and random thoughts on
mindset*

(*As heard on *The Business Of* podcast)



Written by
Megan D'Arcy

Introduction

At the ripe young age of forty, I decided to take up mountain biking.

Contrary to popular belief, riding a bike is *not* “just like riding a bike”. If the last time you mounted a two-wheeled, leg-powered frame was when your age was still in the single digits, you may be able to stay upright, but that’s about it. By now, riding a bike is more like constantly *falling off* a bike. But the thing is that when you’re out on a trail and you fall, you have no option other than to dust yourself off, get back on the bike, and keep going (life-threatening injury notwithstanding, obv).

That’s exactly what happened to me on my first solo expedition. I hit a switchback (a 180-degree bend in the road) too fast. I lost control and went from 25km per hour to 0 very, very quickly. The problem wasn’t that both my body and ego had taken large blows, but rather that I was in the middle of nowhere. So, I did the whole dusting myself off thing and finished the 35km course – despite my bleeding knees, mangled elbow, and bruised ego.

This experience was (and still is – I fall often) a lot like everything else I’ve done in my life. From accidentally killing super expensive orchids to destroying my kitchen with a batch of craft beer that went awry to starting my own business – only for COVID-19-induced lockdown to tank my efforts a few months later – I’ve found myself constantly needing to dust myself off and keep going.

And because you’re human like me, you’ve probably had to do this too.

The pages that follow contain some of my random thoughts and stories on failure, overcoming challenges, and the mindset we should cultivate to build resilience, future-proof ourselves, and recover from setbacks. Paired with my two cents are the experiences and wisdom of some of the world’s brightest minds, savviest business owners, and unsung community heroes who have graced lil’ ol’ me with their presence on my podcast.

I hope you find some value in these words.

Disclaimer

Do I take other people’s advice? Sometimes.

Do I always take my own advice? No.

The thing with advice is that regardless of how good it is, some of it doesn’t resonate with us on a personal level. Or we forget. So:

“Absorb what is useful, discard what is useless, and add what is specifically your own.”

— Bruce Lee, martial artist, movie star, man who seldom wore a shirt

Plan, adjust, plan, adjust

Nothing makes me want to vomit quite like the words, “So, what are your goals?” My answer is usually something along the lines of, “Um, I don’t know ... Retire at sixty-five?”

Wildly unimaginative, especially since life is so full of crazy plot twists, unexpected challenges, and demands to change direction at the drop of a hat (remember all the “pivots” caused by the COVID-19 pandemic and lockdown?).

Standing still, according to business coach Kenny Archer, is essentially the same as being left behind. But setting an end goal – any end goal, even one as seemingly straightforward, but definitely daunting, as retiring at sixty-five – requires an understanding of the steps you’ll need to take to reach that goal. Otherwise, you’re bound to wake up on the eve of your 65th birthday and realise your retirement jar contains nothing but dust. So, it's vital to remain in charge of where your life (or career, or relationship, or *insert whatever you’re focused on here*) is headed. Don't wait for others to provide direction or dictate your next steps. *You* need to take the initiative and decide what's next on the cards for you.

“Setting goals is just the first step; it's the iterative process of learning, planning, and acting that drives us towards them. And even when we reach that goal, we learn, adapt, and set new ones because that's what keeps us alive and thriving.”

— Kenny Archer, business coach, reformed corporate CEO, guy that tunes me about my procrastinating every fortnight

Serial entrepreneur Raj Goodman Anand realised the importance of long-term thinking over short-term gains early on. In his words, “The allure of immediate benefits often blinds us to the vast opportunities that come with a ten-year outlook. In my early days, my focus was more on short-term gains, wondering how I could immediately benefit from the opportunities that came my way. This short-sightedness, I now understand, limited my perspective.”

To send a mission to Mars, build the next Tesla, pioneer the next ChatGPT, or get *insert amazing innovation here* off the ground, you need to think big. Because the magic only happens when you reach beyond small, short-term objectives. And besides, to put it bluntly, according to Raj, disruption requires an enormous amount of effort – and if your vision is small, the effort is probably not worth it.

“Once I shifted my mindset from 'I will do this for my company' to 'I will do this for a bigger vision', my perspective expanded immensely. It's about looking beyond today, beyond personal wealth, and focusing on long-term, impactful objectives.”

— Raj Goodman Anand, founder of three companies, AI boffin, content marketing nerd

Goals, however, should not be set in stone. Life is a dynamic, constantly evolving entity that requires continual realignment. Consider your goals – both the big vision ones and the smaller steps you need to take to get there – as ongoing projects that you need to revisit regularly. Even if these decisions exist only mentally, it helps provide a clear plan for your future career steps. (Although, if you don’t want Kenny to hunt you down and kick your butt, I suggest writing them down.)

Reframe failure

Failure has a reputation problem. Snippets that have been taken out of context from their bigger concepts, like the ridiculous clichés “Failure is not an option” and “If you’re not first, you’re last”, have damaged our collective perception. A very large part of success is being mindful of what worked, what didn’t, and what we need to do better when something we try misses the mark. Failure has massive constructive potential. To fully embrace it, we need to get over our irrational fear of it.

“At the end of [every] day, I look back and I'm like, ‘Oh, okay, I would have done that one differently. I would have said [that] thing differently. But we are where we are now.’ ... It's just accepting those things as well, right? ... I find it's letting go of that day. Just let it go, it's done. Learn from it, and then move on.”

— Mponeng Seshea, company director, do-gooder, amazing human being

Shun comfort

If there’s one thing I know for sure it’s that, as a species, humans are suckers for comfort; We're like hamsters in a wheel constantly chasing the good life. Alas, that spinning wheel doesn’t ever get us very far.

A distinct thread runs through the stories of people I chat with: struggle. Whether it’s grandparents who “lived through the war” or guests on my podcast who regale me with tales of their own business and life challenges, it’s not hard to see that the strength and wisdom they’ve developed are direct by-products of their hardships. In almost all cases, struggle has served as the bedrock of their growth.

I’ve seen the same thing in my own life. And business. Comfort usually leads to a path of stagnation and – for me, at least – frustration. It might sound counterintuitive, but lolling about, and never experimenting with new stuff (or new ways to do the same old things ... or learning anything new ...) is pretty much my definition of hell. Don’t get me wrong, being too *uncomfortable* is also a thing but, to paraphrase a tired old cliché, not much excitement happens inside your comfort zone.

Society's overemphasis on comfort limits our collective ability to evolve and thrive. The fact that most people are always striving to acquire more – regardless of how much they already have – seems to back this perspective. Luckily for us, struggle, like failure, is inevitable. But to use it effectively, we should reframe it, viewing each situation as a unique opportunity for growth and learning.

The business mindset

Cultivating a business mindset is critical, not just for entrepreneurs but for anyone looking to succeed in today's increasingly complex and competitive work environment.

Renate Jute insists that a business mindset is more than a just collection of skills; it's a harmonious blend of attitudes and behaviours, like tenacity, resilience, and agility. At the core of this mindset is a commitment to embracing both change and lifelong learning, coupled with the ability to quickly adapt when challenges crop up. Ownership and accountability are cornerstone principles here. When obstacles appear, the focus should immediately shift to solutions, leaving the pointing-of-fingers for a later, more constructive discussion.

“A crucial component of a business mindset is emotional intelligence. It's about being agile, taking charge, leading effectively, and, essentially, putting on the metaphorical 'big boy¹ panties'.”

— Renate Jute, trust accountant, lifelong student, smarty pants

Emotional intelligence (EQ) is another key ingredient, as it equips you with the interpersonal skills crucial for effective leadership and teamwork. And collaboration is no less vital because, even if you excel in your role, knowing whom to contact when you need help with something outside your sphere of expertise can make the difference between progress and “analysis paralysis”.

Finally, to truly adopt a business mindset, you need to be proactive. This means being several steps ahead by anticipating potential issues and crafting preemptive solutions that consider the needs of both your business and its people.

Stop trying to “bounce back”

The concept of bouncing back after a setback or failure doesn't describe the soul-crushing, nonlinear process of recovery. It's a really stupid way to think about recovery. And not only because Bobby Vee's “Rubber Ball” is a massive earworm for me.

“Bounce back” suggests there's an immediate, elastic rebound to a previous state. But why go back to the status quo when it got you to a place you needed to bounce back from in the first place? Instead, aim to move forward at a measured pace. This forward momentum emphasises progressing, learning, and evolving from the experience, rather than simply going back to the ways things were.

“Bounce sounds like it's an instant thing. You know, I will do this, this, and this, and this, and then tomorrow I'll be fine. I don't think bounce is the right word ... I think you should crawl back.”

— Mario Sequeira, karate instructor, business owner, armchair philosopher

The recovery journey is seldom as quick and easy as the term “bounce” might imply, too. The expectation of an immediate turnaround of luck is unrealistic, and when this doesn't happen, our reactions tend to be overly critical (of ourselves). It's important to remember that progress, regardless of how slow, is still progress.

¹or girl, or non-binary, or gender-fluid, or **insert gender orientation here**

Taking time to reflect on the challenges you face is crucial to maintaining a sense of perspective. Remember that everyone struggles, and everyone's situation is unique. As difficult as it sounds, try to embrace the process, learn from the experience, and use it as an opportunity for growth.

Develop a support structure

I have no issue spending long hours alone with my own thoughts, and almost everything I do, from my day job to my hobbies, highlights the fact that I'm quite content to spend time *with myself, by myself*. That doesn't mean that I have all the answers. The fact that I tell people that I tend to "make things up as I go along" is a testament to this.

I run a successful business, but I didn't get here by myself. Even though I'm a one-woman business, I'm not an isolated entity and I still rely heavily on others. I've had a wide range of people helping me at every step, providing everything from moral support to financial and legal advice.

Networking

The word networking is enough to strike fear into the heart of any self-respecting introvert. Unfortunately, whether for business or pleasure, it's incredibly important. Think about it from a business perspective: you could have the best product in the world, but if no one knows about you, it's not going to make a damn difference.

But networking doesn't mean you necessarily have to be the first one to start a conversation. Even if you're an introvert, like me, you can surround yourself with the right people. Start with the people you already know and ask for introductions to people *they* know. Before you know it, you have an extended network of people who know you. And, if they like you, they'll be open to random questions and weird requests. Because we're more likely to do stuff for people we know than people we don't.

Mentors and coaches

During our conversation, Mponeng Seshea highlights the role of mentors. These people not only act as a sounding board, but they also have a vested interest in your personal and professional development. They can provide valuable guidance – especially when they notice their mentees harbouring self-limiting beliefs.

Finding a mentor, however, can prove difficult. The solution? Start with a coach.

I always thought the concept of a business coach was silly. But since I took the plunge and got one, I have new direction, bigger goals, and better motivation. Not only that, now I have someone to hold my procrastinating ass accountable and keep me pointed in the right direction (and connected to reality) every time a new hare-brained idea threatens to distract me. I cannot recommend business coaching highly enough.

Being of service

Many people perceive "being of service" as being some sort of charity that dishes out free value, never expecting anything in return. This isn't – and should never be – the case.

Being of service is doing something for the greater good while also ensuring your own success, which is necessary for others to succeed, says Renate. "Cultivating a business mindset involves finding your service, your unique contribution. In my case, it's about seeing the 'light bulb moment' in someone's eyes, when all the confusion clears, and a focused, collaborative solution emerges. That's the joy in what I do. This fulfillment is the essence of growth."

It's not always possible to repay someone for their input or kindness, so I've adopted a "pay-it-forward" mentality. I've found myself on a fair number of calls with people who want to leave traditional employment and go into freelancing and so were looking for some advice. At the end of the call, there's usually a "Thank you" accompanied by a "Please let me know if there is anything I can do for *you*." I often reply:

"If and when you find yourself in a position to do so, repay me by helping someone else."

— Megan D'Arcy, nutter, bike fall-er off-er, writer who feels weird typing this in the third person

(Disclaimer: Unless I do actually want something from you – in which case, you can expect my call.)

Stop flocking together (you're not a bird)

Don't get me wrong. I'm friends with my friends because we share similar views, values, interests, and tastes in music (the latter obviously being the most important facet of any relationship). There is something to be said about hanging out with people who enjoy the same stuff. However, the world is becoming more polarised *because* we're all hanging out with people like us too much of the time. This is a huge problem.

Life isn't black and white and yet it seems almost expected that we cling to our views *no matter what*. It's almost as though there is no room for our beliefs and perspectives to evolve; changing our minds is a sign of being easily swayed or shows that we have very little conviction. The problem is, there exists no absolute answer in life. What holds true for us today can change tomorrow when we gain new information.

In our *The Business Of* conversation, Mario and I discuss this in depth. He believes we should acknowledge the complexity and multifaceted nature of the human character and accept the fact that our reality extends beyond our own perspective to a world that's made of a million shades of grey.

"I have given myself the freedom to change my mind. I do not believe in anything wholeheartedly because, tomorrow, my mind might change, my thoughts might change, or my experiences might change. Just because I believe in something today, just because I have learned something today, doesn't mean it should control me. I allow it to be a natural part of my life, and if another side of it comes in that I've never considered or an experience happens to me that changes my mind, I try and allow for that."

— Mario Sequeira

I strive to engage with individuals who think differently than me, finding these interactions more rewarding than conversations with like-minded people. While I enjoy the company of those who share my views, truly enriching dialogue comes from those whose worldviews are different from our own. Engaging in robust discussions without anger, even when our perspectives differ, is the sort of discourse we should all be actively seeking. To grow as individuals, and to make the world a better, more tolerant place to live in, we should be celebrating our differences rather than shying away from them.

In Renate's experience, this approach holds true in the business world, too. Many companies tend to hire like-minded people – individuals who think and behave similarly to the existing team. But this approach can stagnate growth as it often leads to a surplus of some skills and a deficit of others. She

suggests that those in charge of hiring should aim to diversify the overall skill set of the team and therefore identify the unique contributions that a new addition could bring. Only by doing this, can the company move forward in a meaningful direction.

The freelancer mindset

“Leaders are shit. That’s why leadership training is a \$366 billion industry.” Tiffany Markman doesn’t mince her words. Judging by concepts such as the Dunning-Kruger Effect² and the Dilbert Principle³, she’s not wrong. Anyone who has been employed will probably be inclined to agree with all of this. (IYKYK, right?). That’s why Tiffany advocates for what she terms the *freelancer mindset* – regardless of whether you’re a freelancer or traditionally employed.

At its core, this mindset is driven by a “do-or-die” attitude. Freelancers are continually asking “What comes next after this job is done?”. Ensuring their client pipeline is full becomes an obsession because, unlike in traditional employment, freelancers don’t have the luxury of job security.

“The time has really come for us to learn to stand up and to lead ourselves. Also, because many leaders ... are shit, right? So, you may unluckily have a shit manager or a shit team leader. You can't wait for them to lead. You've got to lead yourself. And that's a lesson from freelancing that I think is very important for people to learn.”

— Tiffany Markman, writer, international speaker, opinionator

Being part of a traditional corporate setting usually offers a safety net. Even if you have an off day (or two, or three), you can still perform at a minimal level without it significantly affecting your income. However, this scenario is entirely different for freelancers, where you’re only as good as the last piece of work you created. By seeking multiple income streams and always looking for the next opportunity, freelancers have adapted to this zero tolerance for mediocrity

Having a freelance-like mentality doesn’t mean leaving traditional employment, either. Rather, it reinforces the idea of ownership and self-leadership. It drives a level of dedication that goes beyond the ordinary and stands out in an increasingly oversaturated and mediocre marketplace. It encourages initiative, cultivates resilience, and fosters an unwavering focus on financial stability. All qualities that are beneficial for *anyone* in *any* professional realm.

Put simply: Developing a freelancer mentality can be seen as futureproofing yourself.

² The Dunning-Kruger effect is a cognitive bias where individuals with low ability at a task overestimate their ability, while those with high ability often underestimate their competency.

³ The Dilbert Principle, coined by cartoonist Scott Adams, suggests that companies tend to systematically promote their least-competent employees to management to limit the damage they can do.

Create an information filter

We're constantly bombarded with information from all angles. (Kinda like calls from Clientele Life.) Unfortunately, the credibility of much of the information that we allow into our lives from the news, social media, and personal networks is questionable. If the data we rely on to form our perceptions and beliefs is unreliable, we need to reconsider how we approach it.

For many, the need to be informed is essential, a cornerstone of awareness. But when this influx of information begins to erode our happiness and peace of mind, it begs the question: is it truly worth it? This barrage of news often lacks perspective and requires a significant mental effort to contextualise and make sense of it, and this leads to exhausting the mental resources you need for more important endeavours (like getting out of the weekend plans you made when you were a less exhausted version of yourself).

During the height of the COVID-19 pandemic, Mario made the conscious decision to disconnect from the news and all forms of social media. "This decision didn't imply that I would remain uninformed," he explains, "but rather that I would seek out reliable sources of information only when necessary. This simple act of distancing myself from the noise has been transformative. Living in this self-contained bubble may seem ignorant to some, but I prefer to see it as a strategy for preserving my mental well-being."

As the Stoics suggest, we often suffer more in our minds than we do in reality. Worrying about scenarios that will likely never happen cause us to mentally exhaust ourselves. "This realisation led me to the conclusion that if something, such as the news, was contributing to my unhappiness, the most practical solution would be to eliminate it," Mario says.

There is tranquility in not knowing, and it's a mental serenity that evades us in this era of constant connection. While it's impossible to disconnect completely, striking the right balance between being informed and maintaining your peace of mind is a delicate yet necessary art for developing a resilient mindset.

And if you're worried that you're going to be completely out of the loop, don't; In every circle, there is that one "doomsday friend" who insists on sending you News24 articles. The headlines are usually enough to keep you abreast of the world's woes.

Learn cool new stuff

My podcast started out as a bit of a joke. The first 2-minute episode (no, you'll never get to hear it) was created so that I could figure out how to use Audacity and included yours truly playing chopsticks on an untuned piano as the intro. Since then, I've learned – usually through trial and error – how to edit, mix and master, and do voice-overs, among other things.

Am I now a professional sound engineer? Not by a long shot (in fact, a pro would probably die a thousand deaths if they heard my podcast). But my point is that one of the great things about breaking up with social media and the 24-hour news cycle is that you end up with quite a lot of time on your hands. Time that you can fill up with stuff you enjoy doing or cool new stuff you're learning. Plus, if you want to make your job of spotting opportunities easier – something everyone, but especially freelancers, should learn to do – educating yourself is one surefire way to do it.

Case in point, when freelance copywriter Tiffany Markman was first approached to write radio commercials, she had no experience in the field. Did she panic? No. Why? Because the internet is *everybody's* friend. She simply read everything she could find online and then bought a reasonably

priced Udemy course titled "Advanced Radio Copywriting". When the project kicked off, she was able to walk into the company with the knowledge she needed to nail the brief.

Her experience underscores the power of self-directed learning. Before, training was often expensive and inaccessible, requiring approval from management or ridiculously high course fees. Now, even if a company declines to sponsor a course, there are still a whole bunch of free and cost-effective resources available for self-study.

A proactive approach to learning is becoming increasingly necessary and there is no excuse for not doing it. Take the initiative and do it yourself. In an age of unprecedented access to information, personal and professional development is *literally* just a few clicks away.

Search for opportunities

A previous employer used to continually tell me to “look for the opportunity”. My response was usually a mental eye roll accompanied by a “ja, whatever”. It wasn’t until I started working for myself that I began to truly appreciate what she meant. (If you’re reading this, Lu, I’m so sorry!)

The problem is that opportunities don’t tend to be labelled. This usually means that spotting one feels a bit like you’re playing “pin the tail on the dragon” (Donkeys are cool, but dragons are cooler). One way to tackle this is to draw from personal experiences and use them to point you in the right direction. In my case, an opportunity I only started actualising in 2023 originally started presenting itself in 1998:

In high school, despite initially excelling in maths and science, I experienced a steady decline in my grasp of these subjects, and by matric, I was only just passing. This was largely because 1) the teachers spoke at a level that could be best described as “advanced” and 2) if you didn’t understand a concept immediately, you got left behind.

Because technical subjects are taught sequentially, with each new lesson building on the lessons that came before, you could easily miss the boat – and then the next one, and the next one, and the next one ...

Fast-forward twelve years, and I find myself writing technical case studies and thought-leadership pieces for industries deeply entrenched in STEM – a bit of a paradox, don’t you think? So, what gives?

On reflection, my high school academic struggles presented a unique opportunity: Is it possible for me to translate complex technical information into easy-to-understand language for everyday people – the way I wish it had been communicated in high school? By reframing my high-school failure, I was able to spot an opportunity and turn a perceived deficit into an invaluable asset for my business. Go me.

“I believe in sensitivity, not just in the emotional sense, but also in being attuned to our surroundings. Being sensitive allows us to recognise both danger and huge opportunities. This philosophy, which I learned through martial arts and *Goju-Ryu*, has allowed me to spot opportunities I might otherwise miss.”

— Mario Sequeira

The legacy mindset

One of the major things that we should aim to achieve is to make a difference. Mponeng feels that we should strive to leave a legacy, no matter how big or small. "It's not just self-gain, self-gain, self-gain," she says, "but looking at your environment, at the community that you live in, and being able to envision the future. What future do we want to get at the end of the day?"

"Women business owners often demonstrate a broader purpose to their endeavours than just personal gain. This purpose is linked to leaving a significant legacy and positively impacting their community and future generations."

—Mponeng Seshea

In her experience, women tend to lean more heavily towards this legacy mindset. Growth in their professional lives seems to create a sort of ripple effect that radiates outward, creating a more inclusive growth narrative. The impact of this "lift-as-you-rise" approach is what she believes makes a real difference in the world.

Be gentle with yourself

Have you ever looked at your face in the mirror of an aeroplane toilet? The stark, fluorescent light highlights every blemish, tiny fold of skin, and long-forgotten scar. Pores are the size of moon craters, the shadow of that giant zit you had between your eyes in Grade 8 can still be seen, frown lines could be mistaken for the contour lines on a map of Everest, and your crow's feet are channelling the gentle folds of Shar Pei puppies, but less cute. Of course, this is not how other people see us, nor is it how we look in reality. But we'll probably say some less-than-flattering things to ourselves anyway.

The plane toilet isn't the only place I tend to give myself a hard time. I set super-high expectations for just about everything I do, and if I miss the intended target, expletive-peppered self-berating is my go-to reaction. During our chat, Mponeng underlines the need to recognise that we cannot excel in all areas of our lives *all* the time. She suggests that we appreciate each version of ourselves as necessary in our journey, instead of beating past versions up over perceived errors and misjudgments.

"We're always rushing, always on to the next deal, we worry about this, we worry about cash flow, there's a lot going on. My health took a knock, and it was difficult for me to get back up.

I had to accept that I got to this point because of A, B, C, and D.

But now that I'm here, what is it that I need to do to recover, [to get back] on track in this one aspect? Also, not looking at things as though 'now the whole world is crumbling'. It's only *one* aspect. You're doing great in other things. It's so important that you put things in the pockets where they belong ... and not make it a *you* thing."

— Yolisa Tshabalala, business owner, catalyst of change, woman on a mission

To put this into practice for herself, Mponeng believes in consistently learning from every situation, describing each lesson as a gift. To do this effectively, she underlines the importance of emotional awareness and control – in other words, the importance of experiencing and understanding our feelings without being dominated by them. In *other* other words, to deal with setbacks and failure, we need to be gentle with ourselves and stay grounded in reality. (Just don't look at yourself in the mirror of the plane toilet.)

Carve out a “happy bubble”

Mario advocates for regularly incorporating activities into our routine that genuinely spark joy and elicit smiles; he believes this is essential to building resilience. His reasoning is that it’s usually quite easy to surrender to despair but, once we give in and stop, restarting can be a monumental task because we’ve lost our momentum. His suggestion is to consciously and frequently embrace the stuff that brings us joy. Over time, these “islands of happiness” act as a counterweight to the difficult stuff, helping us develop our resilience.

“I call this principle 'smiling in my helmet'. Each time I put on my helmet, I catch myself grinning. For me, the act of riding draws out this pure, uninhibited joy that no one else can see. During a particularly difficult year, when the usual sources of joy were scarce, I found myself leaning into this sensation more and more, intentionally seeking it out.”

— Mario Sequeira

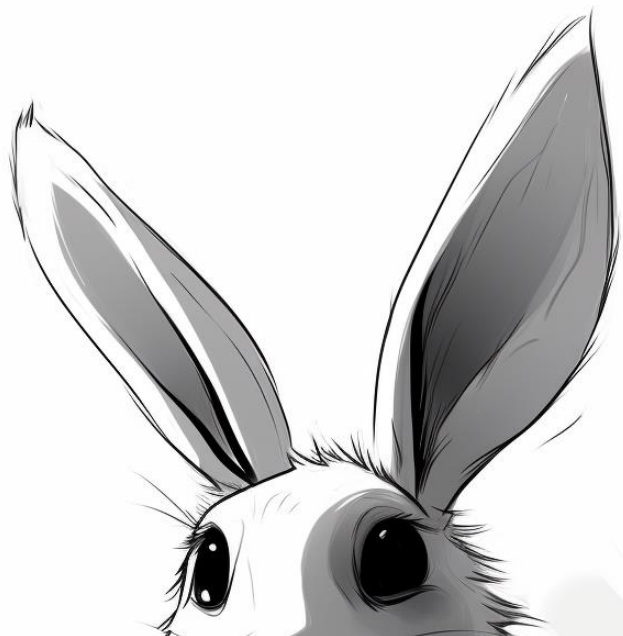
Mponeng echoes this idea, saying that we need to identify a “happy place” that keeps us grounded – whatever that may look like for us individually – and make interaction with this space part of our regular routine. As touchy-feely as this may sound, it’s actually a pretty pragmatic approach to managing setbacks and failure. It means embracing constant evolution, learning from everyday experiences, and grounding yourself in your personal “happy place” so that you can ride life’s rollercoaster effectively. Keep finding joy in the smallest of things.

In closing: Pick a mindset ... Any mindset

Cultivating a mindset that embraces challenges, reframes failures, and consistently seeks out learning can foster an unshakeable resilience, making it a critical factor in our ability to overcome our challenges. It holds true for successful businesspeople like Raj, Mponeng, Yolisa, Tiffany, Renate, and Mario. And with a little effort, it’ll hold true for you too.

So, where do you begin? Why not choose one of the headings in the pages above and figure out how to apply it to where you are and to what you do right now? You don’t have to do everything, or even make massive changes all at once. Tiny, consistent efforts add up to big changes over time. If you focus your efforts on even *one* area, you are embracing the opportunity to learn, grow, and develop a mindset that sets you apart from the masses.

Or not. Whatever.



More final words



Listen to the full interviews with these guests on *The Business Of* podcast:

[E05: Mario Sequeira on Finding Calm in the Chaos](#)

[E12: Renate Jute & the Business Optimisation](#)

[E22: Mario Sequeira & the Business of Bouncing Back](#)

[E27: Tiffany Markman & the Business of a Freelance Mindset](#)

[E31: The Weekly Chat with Kenny special edition feat. Megan D'Arcy](#)

[E32: Mponeng Seshea and Yolisa Tshabalala & the Business of Venture Building](#)

[E33: Raj Goodman & the Business Content Marketing](#)

Final final words

A writer should never edit their own work. So, a massive, big, giant shoutout goes to Janique Marshall for accepting the challenge of editing this for me. I know that it was a bit like herding cats, so THANK YOU for being so patient and for providing such constructive feedback. I *heart* you!

Looking for an editor extraordinaire? Find Janique at [Niek Speaks](#).