

# P R E M I E R BRIDE®

## “ Seven Habits of Highly Effective People in the Bridal Industry”

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### What is a Habit?

- Takes time and effort to create
- Process of growth and patience

Why do this? By analyzing our habits and behaviors as individuals we are able to evaluate/re-evaluate how and why we do what we do. This is very important when discussing professional character development and personal growth.

### The 7 Habits according to Dr. Stephen R. Covey

- (1) **Be Proactive** – promotes courage to solve problems, accept responsibility and improve accountability in order to achieve goals.
- (2) **Begin with the End in Mind** - Provides common purpose and direction for your business personnel and unites the department and company under a shared vision and mission.
- (3) **Put First Things First** -Emphasizes prioritizing and individual action in accomplishing the most important things first.
- (4) **Think Win Win** - Enhances conflict resolution and helps individuals seek mutually beneficial solutions, increasing momentum and allowing for creativity/innovation
- (5) **Seek First to Understand, Then to be Understood** - Fosters deeper understanding and clear communication through listening skills, resulting in heightened trust and timely solutions to problems.
- (6) **Synergize** -Encourages greater buy in from personnel and clients, it takes advantage of diverse perspectives and allows the opportunity to discover new options/working relationships.
- (7) **Sharpen the Saw** - Promotes balance and continuous improvement while safeguarding against burnout and ineffectiveness through social, emotional, physical and intellectual renewal.

### **Suggested Reading Materials/References to learn more:**

**Dr. Sehen R. Covey's** “The 7 Habits of Highly Effective People” & “Everyday Greatness”

**Dale Carnegie's** “How to Win Friends & Influence People”

**Rhonda Byrne's** “ The Secret”

**Spencer Johnson's** “Who Moved My Cheese?: An Amazing Way to Deal with Change in Your Work and in Your Life.”

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