Why does preparation matter?

Opportunities don't always show up when we anticipate them.

They can occasionally appear through an introduction that might lead to something more significant, an unplanned chat, or a prospective customer contacting you.

And when they do, you frequently have to make the decision, *"Am I ready to take this on?"*

This is an issue that many entrepreneurs deal with.

You want to develop, discover new opportunities, and take on thrilling challenges.

However, you also want to ensure that you can fulfill your commitments.

Preparation is crucial in this situation.

Opportunities Favor Those Who Prepare

Let's say a prospective client gets in touch with you regarding a project you've been wanting to work on for a while.

Although the possibility seems intriguing, you haven't arranged your portfolio, clearly defined your services, or considered how you would handle the work.

You may still be able to handle it, but you'll likely need to invest important time in learning how to do things under pressure.

Assume you're ready.

You are aware of what you do, are familiar with your workflow, and are prepared to present samples of your work.

The dialogue becomes very simpler.

You might concentrate on comprehending the client's requirements and outlining how you can assist.

You Don't Need to Have Everything Figured Out

Being ready does not equate to being flawless.

There is always something new to discover, a technique to hone, or a skill to acquire.

You may lose out on chances to develop if you wait to learn everything.

Understanding the difference between being fully unprepared and being fairly prepared is crucial.

Before striking up a conversation with a potential customer, you don't need all of their responses.

You must be aware of your abilities, speak openly, and be prepared for the task at hand.

Additionally, if a chance calls for a skill you haven't yet mastered, think about whether you can learn it.

Build the Habits That Make You Ready

By taking tiny, regular steps, you can get ready for chances in the future.

Maintain organization in your job.

Ensure that critical documents, customer information, and your portfolio are easily accessible.

Keep learning. Gain abilities that complement the chances you wish to pursue.

Develop connections. Even if you don't require anything from people in your field, keep in touch with them.

Recognize your top priorities.

Recognize the type of job that best suits your objectives, available resources, and existing obligations.

Adhere to the plan.

Establish a reputation for dependability, straightforward communication, and high-caliber work.

These behaviors might not yield effects right away

When the Opportunity Comes, Be Willing to Act

You don't need to know exactly how things will turn out when an opportunity fits your objectives, and you have a practical plan for pursuing it.

To proceed, all you need is sufficient preparation.

You have little control over when opportunities present themselves.

You do have power over how you prepare for them.

Thus, begin developing the abilities, procedures, and connections that will enable you to spot the ideal chance and boldly accept it when it presents itself.

With that in mind,

Bobby Unser once said,

“Success is where preparation and opportunity meet.”