

6 habits to go professional (in any career):

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1. Treat yourself like a mental athlete

Know this: If you make money with your mind, you're a mental athlete.

Get an edge by optimizing for brain power:

- Stay hydrated
- Take long walks
- Eat nutritious foods
- Have a strong rest ethic.



2. Delegate activities outside your zone of genius

Professionals are masters at delegating things outside their zone of genius.

Examples of activities to outsource:

- Admin work
- Home cleaning
- Food delivery

You'll free up time to work on your craft, allowing you to perform at your highest level.

3. Time-block your calendar

A professional shows up even when they don't feel like it. They do the tedious but necessary work.

Instead of using a to-do list, schedule everything in your calendar:

- Deep work
- Practice
- Client follow-ups

A study by Harvard Business Review ranked time-blocking the #1 most effective productivity "hack" (of 100 tested).



4. Measure your progress

Tracking is crucial to know if you're moving towards your goals.

What isn't measured isn't improved.

Measuring might seem tedious. But in the words of Stanford professor Jeffrey Pfeffer:

"You can't be normal and expect abnormal returns."

5. Build a 'Personal Board of Directors'

Behind every great professional is a series of great coaches or mentors.

A Personal Board of Directors is an informal group of people in your life who guide you in career and personal growth.

These can be advisors you speak with directly or experts you learn from indirectly/virtually (Ex: listening to them on podcasts).

With a Personal Board of Directors, your time to success will shift into hyperdrive.



6. Play with Grit

The best hitter in baseball history is Ty Cobb. (His batting average was .366.)

In other words, he failed to get a hit 63.4% of the time.

Professionals can fail in their prior 6 at-bats, yet step up to the plate as if it were their first.

They keep showing up and trust in their preparation.

I think about this quote often:

"There are professional habits and amateur ones. Which are you practicing?
Is this a pro or an amateur move?
Ask yourself that. Constantly."
—Ryan Holiday

Going pro is not a single moment of triumph but something we must earn every day.

