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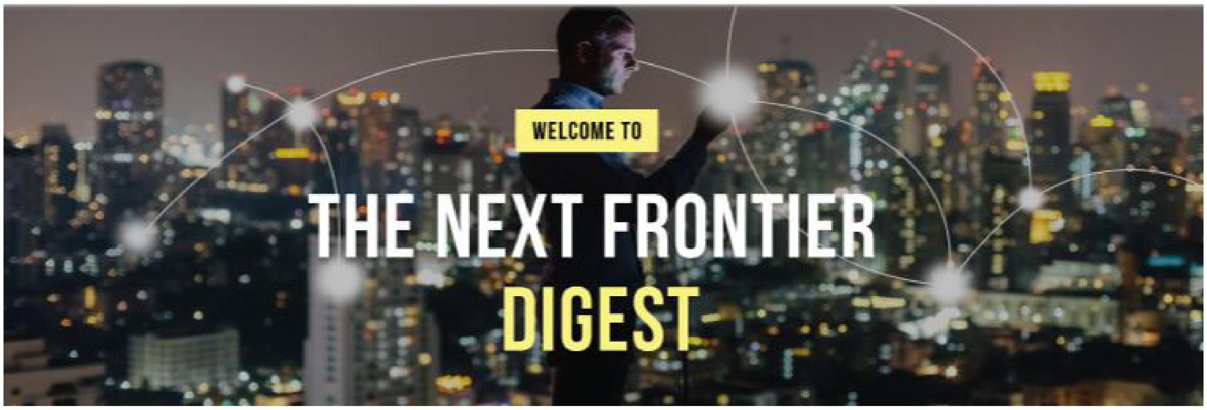


January 2022

It's a new year, but many of the same challenges continue to confront us. So in the midst of these realities, how do we think about the future of our businesses? What will it take to compete and how do we need to alter our thinking?

We may not have all the answers, but what we do know is that cultivating a learning and growth mindset can help us see opportunities, rather than threats, and to respond proactively with a clear sense of purpose.

In this month's Digest, we're serving up insights to help you and your clients move forward with confidence.

THINGS WE LIKE

10 Steps to Achieve a Growth Mindset in Business

Adopting a growth mindset can supercharge your well-being and growth. Here are ten ways to develop a growth mindset in business. **Read the full article >**

If You're Open to Growth, You Tend to Grow

Why do some people reach their creative potential in business while other, equally talented peers don't? Stanford psychologist Carol Dweck believes the answer to the puzzle lies in how people think about intelligence and talent. **Read the full article >**

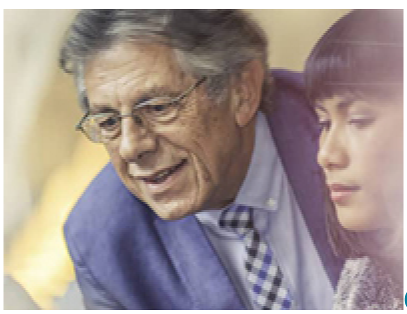
What having a "Growth Mindset" Actually Means

"Growth mindset" has become a buzzword in many companies, even working its way into their mission statements. But often people's understanding of the idea is limited. Let's take a look at three common misconceptions. **Read the full article >**

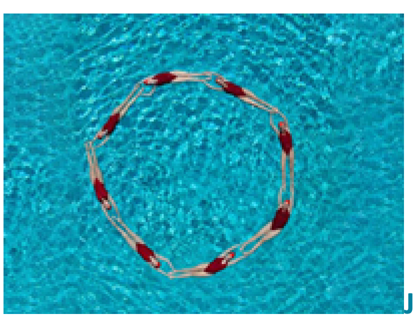
THE NEXT FRONTIER PODCAST

**Leo Pusateri: The Next Big Project is About You**

Many advisors are at a crossroads in their careers and are wondering what's next. Consultant Leo Pusateri believes advisors must spend time looking inward in order to have authentic relationships with clients. In this episode, we explore how gaining a better understanding of their own emotions can help advisors redefine their value. **Listen to the Podcast Episode >**

**Carolyn Armitage: Advising the Advisor**

As consumer demand is increasing and financial advisors are aging, the industry is facing a succession crisis. Industry veteran Carolyn Armitage asks, "Who is there to advise advisors?" In this episode, we explore how advisors can prepare for the next chapter and better serve their clients. **Listen to the Podcast Episode >**

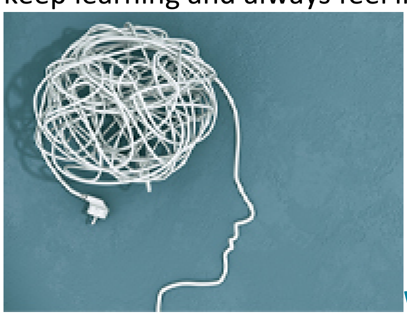
**Julie Littlechild: Alignment of Passion and Vision**

Many financial advisors are consistently delivering good or great service. This may lead to satisfied and loyal clients, but does it truly set an advisor apart? Julie Littlechild has been studying client engagement for over 20 years, and believes that narrowing your target audience and designing the client experience around their journey can lead to innovation and growth. In this episode, we explore how advisors can get this process started. **Listen to the Podcast Episode>**

VIDEO

How to Get Better at the Things You Care About

Working hard but not improving? You're not alone. Eduardo Briceno reveals a simple way to think about getting better at the things you do. He also shares useful techniques so you can keep learning and always feel like you're moving forward. **View the video >**



Why Comfort Will Ruin Your Life

After documenting and researching over 50,000 coaching interactions in the workplace, Bill Eckstrom shares life-altering personal and professional development ideas through the introduction of "Growth Rings." The rings illustrate how dangerous it can be to remain in a state of comfort, and how being in discomfort is the only way to sustain growth. **View the video >**

For best results, consider using a Chrome web browser.

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