



## Brittany Farinas: Lessons from Her First 5 Years in Business Episode #954

AHA moments can happen at any point in your business journey. They are what catapult us to the next level promoting breakthroughs. But wouldn't it be nice to have valuable tips from a design professional right at your fingertips?

### 1. **Have Faith in Yourself**

Sometimes you will need to take risks in your business. The more faith you have in yourself and your business, the more successful the results will be.

### 2. **Hire the right professionals**

Find your people. Be a conscious hirer by choosing employees who support your mission and vision. When you do, nurture those relationships like Brittany does with quarterly meetings by checking in.

### 3. **Surround yourself with positive people**

It is important to have positive people around you who are successful. Brittany experienced both ends of the spectrum when she decided to invest in her business; people who supported her, and people who thought she was crazy. Ignoring the negative people, Brittany focused on the people who lifted her up.

### 4. **Keep your discounts to yourself**

A big mistake Brittany admitted to making in the beginning, was that she never charged her client the markup price.

### 5. **Don't use your client's credit card**

Don't purchase furnishings with your client's credit cards. You don't want anyone's confidential information on any of your personal devices.

### 6. **If you want it, you can have it!**

Brittany worked two waitressing jobs and did real estate to invest in her dream. Even if your journey looks different, there is always a way to achieve your goals.