

# 10 Things

## About Running That I Find Also Apply to Business

**1. Identify your passion.** “I completed the Carlsbad Half Marathon. Running is my passion and has become medicine for my life, acting as a pressure-relief valve and allowing me to run off much of the daily life’s stressors.”

**2. You get what you focus on.** “When I decided to run the half-marathon, I became focused on being ready for the race. In the apartment industry, we must focus on writing budgets, marketing plans and acquisitions analyses, to name a few.”

**3. Set goals.** “If I didn’t have goals for myself during training and races, I wouldn’t be able to effectively track my progress and improve. In property management, goal-driven individuals are the most poised for success, too.”

**4. Plan for success.** “Runners must plan their race preparation carefully and in detailed manners. Likewise, in business, we can’t expect to achieve objectives without a live action plan.”

**5. Discipline yourself.** “With personal and professional matters, we won’t see results if we don’t take the necessary steps. There will always be excuses to not do something. But Nike said it best with ‘Just Do It.’ ”

**6. Accountability counts.** “We all need accountability partners. On days when I didn’t feel like running, my husband reminded me of my goal. Our clients, our managers and our peers can hold us accountable at work.”

**7. Resilience is the key to success.** “Training for the Carlsbad left me with four different injuries. But we’ve all been there. Likewise, if things don’t go right at work, the only option is to be tough and fight through it.”

**8. Check results and analyze performance.** “When running, I don’t wait until the end of the race to track my progress; I check my time frequently so I can make adjustments to reach my goal. At the office, don’t wait for reports at the end of the month—track and adjust immediately.”

**9. Don’t get scared; get stronger.** “I decided to run the Suzuki Rock and Roll Marathon this year. I’m intimidated by the 26.2-mile course, but as with our careers, if we don’t try, we’ll never realize our potentials.”

**10. Better your best.** “I am fortunate to have had people in my personal and professional lives who have pushed me to achieve things I haven’t thought possible. It hasn’t always felt good, but we all need people in our lives who demand excellence over mediocrity.” **MAA**



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