



SENIOR MARKET ADVISORS

# HOW TO BE RESOURCEFUL

*Tips & Tricks for Becoming Resourceful*

SENIOR MARKET  
ADVISORS





# HOW TO BE RESOURCEFUL

## *How to be resourceful in the workplace.*

In order to be successful in the workplace you must learn how to be resourceful. Through dedication, and discipline you will be able to think outside of the box in order to get your task done. As new challenges arise the one who embodies resourcefulness will undoubtedly be able to overcome obstacles and see through to success.

**Practice Open-Mindedness.** Always consider a wide range of possibilities in any given circumstance in order to tackle obstacles.

**Be Confident.** Self-assurance will take you out of a negative mindset and assist you in feeling comfortable enough to take the obstacle head on.

**Be Creative.** In order to be resourceful at work you will need to fine-tune your imagination and ingenuity. New ideas can lead to new success!

**Be Proactive.** Don't allow time to slip away from you as your deadline approaches. You cannot wait around until ideal resources are available.

**Don't Stop Trying.** You shouldn't give up because you can't figure it out and become frustrated. Setbacks can set you forward..Every failure can help move you closer to success.



# WAYS TO BE RESOURCEFUL

## *Ways to be resourceful in the workplace.*

When you have a resourceful mindset you visualize all the possible outcomes and ways to achieve your tasks. Resourceful people are described as inventive, creative, and driven. There is always a way to figure out what they need in order to get the job done. If they do not know how to fix the problem, they have the desire and optimism to figure it out.

**Network.** Make sure you are not only developing a wide network, but are strengthening the relationships within that network.

**Become Knowledgeable.** Make it a habit to enhance your knowledge. Staying up to date within the industry, company platforms, company tools, and company goals will help you become a strong member of the company.

**Don't Rush.** In order to ensure you have high quality work, you should not rush and cut corners. This will sacrifice quality. Being resourceful means you can get the task completed quickly and efficiently, not quickly and poorly.

**Improve Systems.** Streamlining processes helps with productivity and lessens the workload. Reviewing your company's systems can alleviate bandwidth issues employees may be facing and get tasks completed more effectively.





# QUESTIONS TO ASK YOURSELF

*Ask yourself the following  
questions...*

Coming up with creative solutions in your daily work may seem daunting at first. Resourceful people will have a moment to themselves to ask questions in order to get ideas sparking. Whenever you feel defeated, ask yourself the following questions...

- **Does anyone in my network have the information to help me?**
- **Who is considered an expert in this area?**
- **Have I tried all possible outcomes?**
- **What other way is there to get what I want?**







# BEING RESOURCEFUL

## *Examples of being resourceful.*

Here at Senior Market Advisors there are plenty examples on how to be resourceful with all of the many systems and tools we use to reach our company objectives.

**Google.** Have you tried using Google's search engine to find out how to reach the desired result? Take some time to further your knowledge and find the answer out on your own. E.g. "How do I run a report in Salesforce?" "What are the new CMS guidelines?"

**Google Drive.** Looking for important carrier information, the company logo, or perhaps a report? SMA Houses a lot of helpful material within the Google Drive. Be sure to check there first.

**Salesforce.** Are you confused which account aligns to which team? Do you need the agent's phone number in order to conduct a health check? Agent and agency information is housed in Salesforce. Perhaps you need to submit a marketing request? Have Salesforce bookmarked and search the platform before reaching out to a colleague for answers.

**Ambassador.** Each pod (or team) has dedicated roles within them. Your team should have an Ambassador role that can assist you if you have exhausted all possible solutions to achieving your end result.



# RESOURCEFUL

adj. The ability to overcome problems or to make do with what is available to create a solution. Having the ability to find quick and clever ways to overcome difficulties.