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## Andy Steinem's Keys To Success: It's All About The Basics

Written by Brynn Koeppe on March 19, 2012 in Exec Life - No comments



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Andy Steinem, Dahl-Morrow International

WashingtonExec reached out to area executives to gain insight and share local "secrets to success" stories.

Today's insight is from **Andy Steinem**, CEO of [Dahl-Morrow International](#), a leading executive search firm focused on the information technology, health care, defense, intelligence, government systems integrators, professional services, and satellite and wireless telecommunications sectors.

- *Explore All Options* - look at things from various angles before making a decision
- *Tried and True* – work with good people and help them succeed, then let them go
- *Not in This Alone* – respect and acknowledge everyone along the way
- *Listen and Watch* – don't just hear, a lot more information is being conveyed than words
- *Take Risks* – be willing to take a risk and move forward even if it doesn't succeed
- *Tough Times* – need to push through them. Don't give up
- *Urgency* – do it now, not later. Procrastination is a bad habit
- *Discipline* – leadership requires discipline as it leads to success
- *Mentor* – mentor and be willing to be mentored
- *Criticism* – be open to receiving it, it may present a real opportunity for growth and self-development
- *Persistence* – "Nothing in the world can take the place of Persistence. Talent will not; nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent. The slogan 'Press On' has solved and always will solve the problems of the human race."  
—Calvin Coolidge