

### Keys to Business Success

1. Know what people want and need.
2. Surround yourself by the best people.
3. Make every commitment wisely.
4. NEVER break a commitment.
5. Determine what you cannot NOT do. Determine what you can't afford NOT to do.
6. Consider the impossible.
7. Always, always honor your values. Maintain your commitment to faith, family, truth and self.
8. Grow in courage, determination and fortitude.
9. Be decisive, even if there *may* be a better solution next week, go with what you've got. Make it and live with it, before the decision gets made for you.
10. Know thyself and don't look at the others in the race. Whether you are a 'dive in and do' or 'plan patiently' kind of person, be true to your nature. Wishing you were like someone else is wasting time and wishes because you are what you are. Work with what you've got.
11. Push yourself to your limit plus one step more.
12. Do what you love, love what you do.
13. Know that success is not just for those 'successful types'. There's room for all of us out here.
14. Write down your definition of success and keep it in view.
15. Change your view from the world is out to get me to 'the world is there for the taking'.
16. As If. Act 'as if' until it is so.
17. When you give up, have a nice bowl of vanilla ice cream and get a good night's sleep. Everything looks better in the morning.
18. When discouraged, talk to a trusted colleague and friend. No doubt, they have been there, felt that. You're only alone if you want to be.
19. Never turn down work.
20. Never stop learning.
21. Never be afraid to ask yourself the tough questions, answer them and do something about it.
22. Never be satisfied where you are, always reach for perfection.
23. Stay in the game long enough to win.
24. **N-E-V-E-R, ever say never.**