

1

**HIRING THE RIGHT TALENT BRINGS SOLUTIONS, NOT PROBLEMS.**

2

**THE RIGHT PEOPLE MAKE COMPLICATED PROBLEMS SIMPLE INSTEAD OF COMPLICATING SIMPLE PROBLEMS.**

3

**JUDGE YOURSELF BY YOUR ACTIONS, NOT YOUR THOUGHTS.**

4

**BIG DREAMS SCARE SMALL-MINDED PEOPLE.**

5

**THE BEST LEADERS SPEAK IN “WE” NOT “I”.**

6

**HIRING THE RIGHT TALENT IS STRATEGY.**

7

**PEOPLE WHO ARE EXCEPTIONALLY SKILLED AT TALKING ARE USUALLY LESS SKILLED IN EXECUTION. THEY WILL COMPENSATE OUTWARDLY WITH THEIR STRENGTHS TO DISTRACT FROM THEIR WEAKNESSES.**

8

**THE CHARACTER OF A FOUNDER CAN MAKE OR BREAK THE SUCCESS OF A BUSINESS.**

9

**THE BEST SALESPeOPLE LEAVE THE CUSTOMER FEELING LIKE THEY WEREN'T EVEN SOLD TO.**

10

**YOU EARN YOUR OWN RESPECT BY KEEPING THE PROMISES YOU MAKE TO YOURSELF.**

11

**THE CONTRACTOR DOESN'T ALWAYS GO WITH THE LOWEST BID**

12

FOLLOW THE PLAN, NOT YOUR FEELINGS.

13

MISTAKES LOVE A RUSHED DECISION.

14

THE MASTER WHO IS THE APPRENTICE IS THE MOST DANGEROUS TYPE OF PERSON TO COMPETE WITH.

15

FACING FEAR IS THE PRICE YOU PAY FOR THE OPPORTUNITY TO SUCCEED.

16

CHANGE IS A PROCESS, NOT AN EVENT. IT DOESN'T HAPPEN ALL AT ONCE.

17

IF YOU'RE NOT FAILING AT ALL, YOU'RE NOT TAKING ENOUGH RISK.