

20 Points for Success

- 1. God & Family** -- With out God's grace and the support of my family, I would not be here now.
- 2. Hard Work** -- That sounds cliché...but it takes hard work to be successful...Life is not easy...It's not supposed to be.
- 3. Doing Whatever It Took** - Do whatever it takes...any job that must be done...any position that must be filled to complete the mission is your responsibility...Find A Way.
- 4. Being Surrounded by Good People** -- "Over achievers"...Learn to identify good people...Figure out how to get them on your team...Learn what motivates them and provide that motivation.
- 5. Setting The Work Ethic Example** -- Get in early, stay late...Work neatly...Work efficiently...Work in the same manner you expect your people to work.
- 6. Always Pushing To Get Better** -- Do one thing every day that makes you a little better at your job...Remember in our world 75% is average...If you can get to 76% you have three-fourths of your competition beat.
- 7. Studying** -- To learn you must study...To pass exams in school you had to study hard...Life, business, or big exams...To get high grades you've got to study...The world is full of books, videos and information other people have gathered for years...Use it!
- 8. Not Being Intimidated By My Competition** -- I respect them but don't let them intimidate me...Never underestimate your competition...Always try to overestimate them...If they are stronger than you think they are, you get beat...If they aren't as strong as you think, you beat them easier.
- 9. Belief In The Team And The Project** -- Strong belief in a project by its leader trickles down to the troops...That belief soon becomes confidence.
- 10. Willingness To Put Personal Gain Behind The Project** -- When your mind set changes from "what is this project going to do for me" to "what more can I do to make this project successful", you are about to accomplish big things.
- 11. Making Change When Change Is Needed** -- You have to be willing to change direction when needed...Never change for the sake of change...Make sure you have a reason, purpose and direction...Then make your change without looking back.
- 12. Working On My Weaknesses** -- We all have them...Identify them...Go to work on them...Eliminate them.
- 13. Working On Communication** -- You can't lead if you can't communicate...effective and clear communication is a great tool that is seldom used properly.
- 14. Resources And Using Them** -- Identify them...Acquire them...Use them.
- 15. Being Able to Focus On Short-term Goals Without Distraction** -- You need long range goals for sure but you also need short term goals...Train yourself to keep an eye on the tree while grabbing the low hanging fruit first.
- 16. Having The Freedom To Do My Job** -- If you give someone a project...give them guidance, resources and time frames and let them go...Don't Micro-manage.
- 17. Creating Team Spirit** -- Everyone wants to be part of something special...Create something special for your people to be a part of.
- 18. Sharing The Money And The Glory** -- Nothing great is ever accomplished alone...If your team's performance is rewarded by money and glory; make sure that everyone shares in the rewards.
- 19. Always Having A Plan And Sharing It With The Team** -- People have got to know where you are going before they will follow you...Share your vision often...Soon your team will see it, too.
- 20. Compassion, Passion and Emotion** -- You can't be great without it...Have compassion for your people...Let them know it...Have passion for your mission...Make sure everyone knows it.