



Tomorrows results come from today's actions may sound like a slogan, but it is true. Every self-made man/woman have been lifted more than they often acknowledge. Even the sharpest pencil needs repeated help from a sharpener! Time spent *thinking* before *planning* will sharpen your road to **respect**, and positive results. Respect will lead to more ears and open minds from clients, colleagues, and corporate.

- Winning respect is a marathon, not a 100-yard dash.
- Reputation comes from how you do it, not what you do.
- The brain and mouth are not the same, it is better if one is open and the other closed.
- Think, think, think, ...then react.
- Management by memo is mediocre.
- Focus on solutions, not problems.
- Acknowledge the person, not the idea.
- Plan, don't just react.
- Words fade, actions last.
- Help others as you would like to be helped.
- Details are more important than a quick decision.
- Sticking to your guns is not worth a shoot-out.
- Don't agree if you disagree, but think before saying so.
- Winning support is more important than winning an argument.
- Write to excite, not impress.
- It is better to change than defiantly charge ahead.
- Avoid do-or-die, re-evaluate your plan every month.
- Share information with your colleagues, don't lock it in a vault.

How you win today will lay the foundation for leading day-after-day.

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Success Comes From...
The Courage to Create
The Confidence to Commit
The Cooperation to Complete
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