



*A Division of Triad Financial Group, Inc.*

From an old Friend - Lee's Laws

1. No one is smart enough to be a dictator
2. The only real power one has is the power of persuasion
3. The less you know about something, the simpler it seems
4. Important decisions require at least one night's sleep
5. Decision made without all the facts are guesses
6. The most important thing a manager does is people picking
7. Lies are hard to remember
8. There is nothing more critical to success than openness, honesty and integrity
9. Those that don't solicit and listen to advice are destined to be unsuccessful
10. What is given cannot be taken away
11. Meddling after responsibility is delegated and accepted, provides a built in excuse for failure
12. Unwritten agreements are soon forgotten
13. Time is a good decision maker
14. You must look successful to be successful
15. Cash flow is more important than profit
16. Grow or die
17. The only people that are not making mistakes are those that are not doing anything
18. Don't bite off more than you can bite off
19. The most important and most difficult trait to identify is the ability to get things done
20. A manager with a full calendar every day isn't delegating properly
21. A full day spent in meetings is 50% wasted
22. A pat on the back is the ultimate cost effectiveness
23. A manager that takes credit for the work of the troops should be made a member of the troops
24. A manager unwilling to take risks is destined for mediocrity
25. Twenty percent of the people do eighty percent of the work
26. People that feel comfortable in their job are more productive
27. All contracts end
28. The prepared bird gets the worm
29. An unfilled position is better than one filled by the wrong person
30. The killer of the bearer of bad news quickly joins the rank of the uninformed
31. Empty your wallet to the wind or let a salesperson run a company
32. Negotiations will expand to the time allotted
33. The last person you want to fool is yourself