



**Things** you need to know when considering a pool project:

**Rule 1:** Logic and experience play major parts in the overall process. You are dealing in the real world – be prepared. Scrutinize information to the best of your ability. “Experts” in any field have conflicting opinions and think they can prove their idea is the only one that is correct.

**Rule 2:** The people you will be dealing with won't care about your self-esteem, dreams, or motives. They will expect you to accomplish something BEFORE you feel good about yourself or write a book.

**Rule 3:** You may NOT make \$50,000 a year the first year of the completed project. You can make many times that amount later if you are smart and willing to take chances.

**Rule 4:** If you think the host of people you must deal with during the project are tough, wait till you open your doors to the public.

**Rule 5:** If cleaning filters, hosing decks, emptying trash cans, and answering phones are beneath your dignity you are in the wrong business.

**Rule 6:** If you mess up, it's simply your fault. Learn from your mistakes.

**Rule 7:** Many aspects of life have done away with winners and losers, but this business HAS NOT. There are right, and wrong answers so be prepared to make informed decisions.

**Rule 8:** 8-hour days, personal time, vacations and holidays are goals for the future. They will not exist during the project. “Time” will have a whole new definition for you as the project progresses.

**Rule 9:** What worked last year may not work today. What worked in Smallville may not work in Metropolis.

**Rule 10:** Be nice to people along the way. You will need advice and help from them in the future – we'll guarantee it.

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