



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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