



What are Some Success Truths?! (4-9)

The Truth Shall Set You Free!

The story and principles below are the absolute truth....

Please read it several times and get it into your mind and heart.

Any business you start will have these same factors for your success or failure...

People Who Succeed in Business Do ...

Many people who succeed do not have college degrees, do not have a high IQ, do not have a lot of money, and do not live in a good place...

- Keep going no matter what.
Stay focused with their company for the long term (no such thing as get-rich-quick).
- Do not ever put down other companies and do not pillage other companies.
- Do not get caught up in hype.
- Keep representing their company even when there are company problems, while they work things out and bring solution to the problem.
- Keep serving and developing clients, employees, and recruiting team members and business development people every month no matter what the results for the short term, because they know that if they stay on track, they will obtain their goal.
- Give at least a short term 12 to 60-month commitment to work their plan, business, and goals.
- Support every single person in his or her team (help them succeed).
- Communicate with the team.
- Do not complain about problems (they fix them).

The Real Key for Your Success

- A company that is here for the long-term.
- Goods and services that are in need and affordable.
- A compensation plan that is fair.
- A company that you feel will support you and will give you the truth.

You're Team

You must do whatever it takes, because no one else is going to do this for you.

I am reminded of a person who earns more than \$10 million per year and has for years...



He was a college dropout. He did not know how to talk to people. He did not have any business experience. He did not have money. He did not have a suit. He did not have a home. He did not have any money.

BUT ... he had a dream!

He joined a company in 1982 by selling some of his things.

He worked, dreamed, cried, prayed, and worked for 6 years straight full time on top of his construction job. That was back in 1982.

By 1988, he was earning millions of dollars every year because he did not listen to others tell him he could not. He encouraged himself, focused, worked hard, and learned everything he could from others.

He learned a lot more by falling on his face many times....

During this process, Brad learned the secret of his success and now lives the life that most dream about.

If you really want something different in your life, you must take massive action, produce your plan, write your goals down and not let a single person get in your way. This starts with you and will spread to others as you continue working on YOU. As this spread to others, you will learn to become a servant and do what it takes to help others succeed.

Do Not Let Anyone or Anything or You Hold You Back!

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30+ years growing people, procurement, and projects!