

TAKE EVERY OPPORTUNITY TO **TALK** TO CLIENTS AND EACH OTHER

If a phone is ringing...
ANSWER IT!!

SPEED STUNS!
★ BUY CHEAP BUY TWICE ★

Be different not better

IF ANYONE GIVES YOU SOMETHING TO DO, ALWAYS ASK "BY WHEN?"

DDWWT

(DON'T DEAL WITH TOSSERS!)

Peter Thomson

FOLLOW THE PROCESS, IF THERE ISN'T ONE, WRITE IT 

Our aim is to do business with people who believe what we believe

- Simon Sinek

Attitude is a little thing that makes a big difference

- Winston Churchill

Do what you say you're going to do

- Philip Hesketh

Accurately promise and accurately deliver Stop. Listen. Collaborate. Act.

DO OR DO NOT. THERE IS NO TRY



PEOPLE DON'T BUY WHAT YOU DO, THEY BUY WHY YOU DO IT

- Simon Sinek

Remember to water our own flowers!

EXPERIENCE IS WHAT YOU WIN WHEN YOU LOSE

IT'S OK TO ASK!

MAKE NOTES. PUT THEM IN SUITECRM

Get it on the list, get it off the list

LUCK IS WHERE PREPARATION AND OPPORTUNITY MEET

LEARN FROM OUR MISTAKES.

And, if the 'mistake' cost us £500 or less, then it's probably 'ok'

Be proactive not reactive

DO IT RIGHT

Just do ★ your best

"That's not cool!" - Travers Smith

It's what you say, before you say, what you mean to say, which is important

FIND A BETTER OPENER THAN

HOW ARE YOU? 

The quality of your questions defines the quality of your outcome

WHO CAN DO SOMETHING, DO IT RIGHT AND IN THE MOST COST EFFECTIVE WAY?

If you think it's taking too long to do something, it probably is

NEVER ASSUME

MEDIOCRITY STEMS FROM A LACK OF BELIEF RATHER THAN A LACK OF SKILL