

## Business Lessons - I've learned, since 1995

Enter into close business dealings with people that you've know for many years. You've seen them in the good, the bad, and all seasons of life.

Paper agreements are only as good as your ability to fund the fight. Wealthy people, lacking integrity, enter into legal contracts having no intent to ever honor.

Legal representation follows the golden rule: He who has the gold...rules.

Due diligence can never be thorough enough, if their character is flawed no quantity of initial "good intent" will ever be satisfactory.

Under capitalized businesses are recipes for failure.

Money changes all people, whether good or bad depends on the persons foundational character.

People that wear their religion on their sleeve should generally be avoided.

The greater a persons pride and arrogance the greater is the evil resident within.

The best salespeople are the best deceivers.

Once a thief always a thief, "leopards don't change from spots."

Give a thief a second chance and he'll use it to steal from you!



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