

# MITECH-ISMS



1

## BE ON TIME

There is no excuse for being late. Always be early and be prepared. Be over prepared. It saves time and money.



2

## QUESTIONS ARE THE ANSWERS

Asking the right questions lead to uncovering the answers that lead us to our objectives. Ask questions that matter.



3

## ALL HARD WORK LEADS TO PROFIT

Push yourself to work through any perceived limitations. You should be known for your work ethic. Working diligently will separate you from 90% of most.



4

## EITHER YOU WIN OR YOU LEARN

There are no experiences wasted. If you don't win the deal, discipline yourself to ask what you learned and how you can use the entail to win the next opportunity.



5

## SPEED WINS

Our business revolves around speed. The fastest to respond, the fastest to quote, address an opportunity builds the right relationship to win long term.



6

## DISCIPLINE PAYS DIVIDENDS

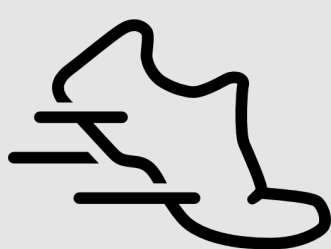
Focus and Discipline make the biggest difference between those who are average and those who win. Focused intensity will add a comma to your check.

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## 7 PAY ATTENTION TO DETAIL

How you do anything is how you do everything. Master the small things and the bigger opportunities will come.



## 8 DEVELOP A SENSE OF URGENCY

Move like someone is trying to take your spot, because they are...



## 9 DO 10% MORE THAN THE NEXT

Just a little bit more effort everyday leads to massive success in 3 years.



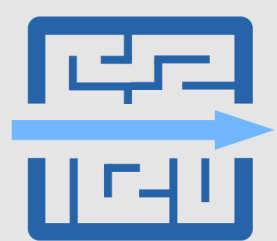
## 10 THE LAW OF LARGE NUMBERS WILL NEVER FAIL

When all else fails, go for the gusto and prospect, follow up and network with large numbers. What you think is a lot isn't. Triple that!



## 11 BE AUTHENTIC

Be You. Nobody can do you better than you.



## 12 KEEP IT SIMPLE ALWAYS

The truth is always simple. Wisdom is always simple. If it's hard to understand, you're either lying or what you're saying is just stupid.

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**13**

## **INNOVATION IS REWARDED, EXECUTION IS WORSHIPPED**

The world responds to people who can produce results. Stop talking and bring home the bacon.



**14**

## **CONSTANT & NEVER ENDING IMPROVEMENT**

Successful people are obsessed with personal and professional improvement. Always aim to get better than you were yesterday.