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Quotation of the month:

*If at first you don't succeed, try,  
try, try again.*

----- W.E. Hickson

## Your path to prosperity

1. To really succeed in whatever is the business of your choice, you have to come to understand and utterly absorb into your being the fundamentally true idea that your activities are virtuous, noble, worthy and moral, provided of course that you conduct your business affairs honestly and honorably.
2. Learn to develop new relationships. This will help you succeed not only in business but also in other aspects of your life. Try to win friends, not in order to influence people for your benefit, but for the sheer joy of forming relationships and helping your friends.
3. Find out how you really spend your time. Keep in mind the old adage "time is money." This is part of the secret of compound interest. Time is truly the only commodity of which you are genuinely in short supply. You must take charge of your time, and you do this by finding out just how you are spending it.
4. In both your business and your personal life, try to become comfortable with the second-best solution if the very best solution is unattainable. - In giving others advice, remember that you must first determine if they are able to follow your advice. If they are simply incapable of following the very best advice you can come up with, then the second best advice now becomes the best advice.
5. Have the courage to persuasively present your vision. - Your vision might be a new marketing campaign, or it may be a vision of fairness and integrity. Naturally, you must know how to confront productively, no leader fears confrontation.
6. Accept innovation and embrace changes, but keep in mind your core values – as an individual and in your business. These should never change, regardless of the market changes that are occurring around you.
7. Whether you are contemplating an investment or planning on opening a new business, faith is paramount. Spend a few moments visualize your future and possible triumph.
8. Prepare timely, learn how to read and analyse financial statement comprehensively and patiently.
9. Be generous to your business associates. It is one of the most powerful and effective ways of raising confidence and recognition, the returns will be plentiful.
10. Recognise that many successful people lead very productive lives long into their advanced years. Same Walton didn't found Wal-Mart until he was 44 years old, and the Colonel Sanders didn't start selling KFC until he was "retired" at the age of 65.

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