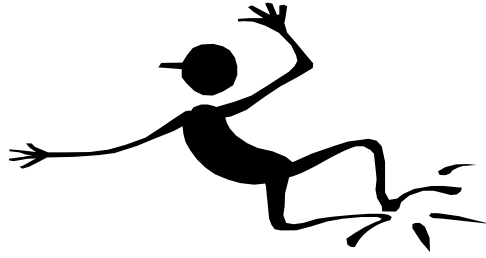


# **JOE ENSOR'S - 15 PRINCIPLES OF SUCCESS**



1. Be prepared for success.
2. Have a game plan that benefits others.
3. Do the work.
4. Have a merger-with successful people.
5. Master the people handling skills.
  - a. Eyeball to eyeball contact.
  - b. Listen twice as much as you speak-Two ears one mouth.
  - c. Ask questions people know the answers to.
  - d. Wait for the answer.
  - e. Always answer questions with questions.
6. Successful people get started NOW!
7. Patience is the BIG Play.
8. Be a weekly goal setter and a weekly goal hitter.
9. Light yourself on fire and people will come watch you burn!
10. Develop an above average will to WIN!
11. Successful people give more than they get.
12. There is no such thing as 100%.
13. Winning is an ATTITUDE!
14. People work for recognition, appreciation, praise and then money.
15. Seize the moment.