



39 Keys to Business Success

1. The secret to free enterprise is to find a demand
2. Be honest and you will never have to worry about what you said before
3. Become social media savvy
4. Live below your means
5. Keep your credit good. This opens opportunity!
6. Use credit cards for necessities only. Don't ruin your credit at a early age
7. Pay cash for cars. Don't get hooked on paying high interest. Late fees – 25% interest
8. By being debt free you can look for opportunities. Don't have to take any job just to make car and house payments. It makes life more fun!
9. Don't be afraid to sell cheap-have the best prices in town
10. Have a passion for what you do. Love your job.
11. Business must have a value to society and not just a profit machine for the family.
12. Give value and service – customers and people you know must recommend you.
13. Believe in the free enterprise system.
14. Entrepreneurs don't do it for the money.
15. Believe the United States is the Land of Opportunity.
16. Get an education. This develops confidence and opens doors.
17. Work your way through college. Don't graduate with huge debt. Inability to purchase cars, home or start a family.
18. Develop an art form and hobbies. These will help you through the trouble times.
19. Organize your time, make a list and move priorities to the top.
20. Keep physically fit, it helps your mental attitude.
21. Worry not about tomorrow because tomorrow will take care of itself.
22. It's ok to be a work-a-holic. Hard work is good for you. (Therapeutic)
23. Challenge yourself.
24. Be a risk taker.
25. Learn to say no to drugs, bad advice, salespeople, over spending, etc.
26. Enthusiasm will always be contagious. People buy from enthusiastic people.
27. Don't be afraid to work on commission! It is an incentive to do a good job.
28. If you pay someone directly for what they do the productivity more than doubles.
29. To achieve success you must swallow your ego. Ego trips can break you.
30. If you enjoy what you are doing you may never have to work a day in your life.
31. To succeed you have to be willing to fail.
32. A great man is one who can walk with the common man but talk with kings.
33. Success is achieving what is important to you.
34. Be a good steward with what God had given you.
35. Talk health, happiness and prosperity to every person you meet.
36. Ask not what your country can do for you, but what you can do for your country.
37. Competition is the spice of life. It forces lower prices and gives more value.
38. Small business-entrepreneurship is the lifeblood of America.
39. We must teach free enterprise, free market, entrepreneurship and capitalism in our schools.