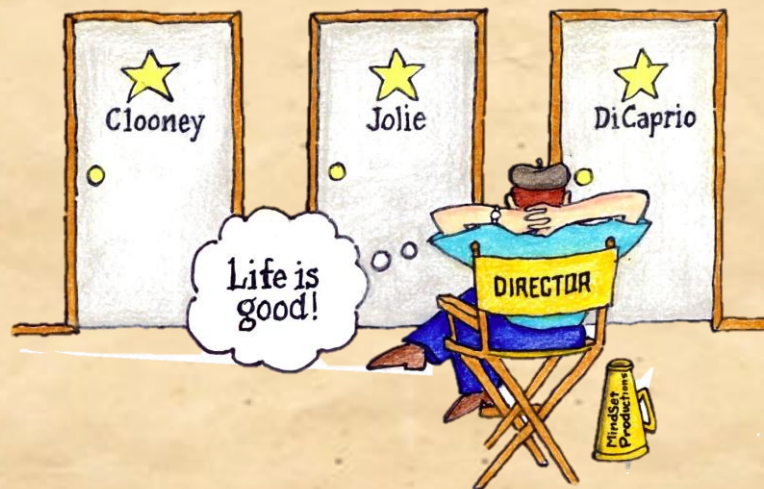


WITH THE RIGHT STAFF, LIFE IS GOOD

With respect to personnel, successful leaders have found the following MindSets to be helpful:

- ◆ If you surround yourself with great people, being the leader is the best job in town.
- ◆ If you surround yourself with mediocre staff, being the leader is the worst job in town.
- ◆ He or she who has the best staff wins.
- ◆ It is easier for great players to overcome bad coaching than it is for great coaching to overcome bad players.
- ◆ The fastest way to improve the performance of any organization is to replace the bottom 15% of employees.

After you have replaced a poor employee with a good employee, your pleasure will be tempered by the frustration that you didn't do it sooner.



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