

**Larry Pollock – “Recipe for Success”**  
**30 Main Ingredients**

1. Instinct – *Believe and rely on your instincts – they are usually right*
2. Experience – *Gain all you can*
3. *Be Competitive*
4. Teamwork / Loyalty - *Get pushed up the Ladder of Success; not pulled*
5. *Be Flexible – In the best negotiations, both sides should be winners*
6. *Be a Good Listener*
7. *Don't Be a Perfectionist - Get it right; not necessarily perfect*
8. *Be Respectful*
9. *Be Ethical*
10. Communicate – *You must be able to communicate to lead*
11. *Be Humble*
12. *Be Positive*
13. *Be Creative*
14. Decision maker – *Indecisive managers are not leaders*
15. Lead by example
16. Do today what you can leave for tomorrow
17. Never give up
18. Set achievable goals
19. Measure progress regularly
20. Don't bet the ranch
21. Never stop learning
22. Don't look back and say, “If only...” - *the future is all we have left; make the best of it*
23. Contribute to community
24. Strong companies make strong communities, strong families
25. Balance lifestyle to income – *not reverse*
26. Stay fit – *lazy body; lazy mind*
27. Share the successes – *share recognition and credit with others*
28. Use “we” not “I”
29. Have fun
30. Give thanks and leave the world a better place than when you entered it