

ACE BOAT CLEANING

1) Work a regular job

- Use this job to back your ventures.
- Start small and invest only what you can.
- A regular job will make you appreciate your external ventures and the freedom you have with them.

2) Control your environment

- Move into your own place if needed.
- The more control you have over your life, the more you control your own destiny.
- No one can hold you back, but you also need to push yourself.
- The less external distractions there are, the more direct your input to output ratio will become.
- Get rid of electronics that are not needed, such as television, cell phones, and computers.

3) Plan your schedule thoroughly

- Anytime you have a task, make a due date for that task.
- Estimate and stick with that date.
- You will become better at estimating, so don't worry about picking a wrong date of completion at first.

4) Keep track of expenditures

- Make some categories for your expenses and then document them.
- Be general and remember, you can always change them later.
- Keep receipts to file taxes in separate folders as well.

5) Any job is an opportunity

- One job often leads to another job.
- A job regardless of the pay will lead to a reputation, experience, and referrals.

6) Lower your expectations and your price

- Why would anyone choose an unproven inexperienced new guy over a well experienced veteran?
- When first establishing yourself, the only advantage you can offer a customer is a low price.
- Don't sell yourself to a potential customer more than once. Know when to move on.

7) You're on your own

- No one will help you for free and anyone that does probably just likes to talk and will waste your time.
- Don't even think about hiring anyone until your second year when you've done it yourself for a year.
- Lots of people won't care about your service and will not even remotely believe that you can make it.
- Be ready to be told "No" hundreds of times and see your cards in the trash on a regular basis.
- Don't take offense to people that turn down your service. It's not for everyone and that's normal.

8) Walk the walk

- You have to kick your own ass sometimes. No one else will reprimand you for your shortcomings.
- When you say you're going to do something, you do it. PERIOD.
- What a partner, customer, or supplier does is no excuse for your own behavior.
- You have to be better than everyone else, because if you're not, you don't even have a chance.
- There are no excuses for a failure that you could have prevented.
- If you misspeak, you have to honor that promise. Your word is your bond. Without it, you're nothing.
- Give a person a lot of chances to do the right thing, but know when to call their number and end it.
- Everyone fails, how a person reacts defines them.