



HARRISON'S RULES OF THE ROAD

1. **Get—and stay—out of your comfort zone.**
2. **When you're ready to quit, you're closer than you think.**
3. **Anything that is not managed will deteriorate.**
4. **No nepotism, no hiring of friends.**
5. **Never rehire anyone.**
6. **Hire people smarter and better than you. Delegate responsibilities to them. Doing so will make your job easier.**
7. **You've got to know your territory cold! Do your homework. Be prepared.**
8. **Teamwork.**
9. **Take options, never give them.**
10. **Rely on your instincts and common sense. If you go against them you'll generally regret it.**
11. **No surprises. We don't give them. We don't like to get them.**
12. **Never lose sight of what business you are in. Stick to your "last."**
13. **When you suit up each day it's to play in Yankee Stadium or Dodger Stadium. Think big.**
14. **If you have a problem, don't delay. Face up to it immediately and solve it!**
15. **Loose lips sink ships!**
16. **Supreme self-confidence, never arrogance.**
17. **A true leader is accessible—no job too big, no job too small.**
18. **Communication is our business. You can reach any of your associates anytime, anywhere, anyplace.**
19. **If you make a mistake, admit it. Just don't make too many.**
20. **Don't be a "customer's person" (man or woman).**
21. **Always take the high road. Be tough and fair and never lose your sense of humor.**
22. **Have the guts of a lion.**
23. **Never forget the details—every detail matters.**
24. **Be a financial wizard.**
25. **Enjoy the ride.**