

**Hardy Smith's Collection of Success Tips**  
([www.hardysmith.com](http://www.hardysmith.com))

- You get what you follow up on.
- What will determine success for you this year?
- What are you doing to achieve the success you want?
- PR = People and Profit.
- You must sell benefits when trying to recruit volunteers or doing fundraising.
- Making time to plan and organize is critical for any successful activity.
- Think ahead, anticipate, solve your problems in advance.
- As a leader, don't just work hard, work smart.
- Creating, maintaining, growing success is not an every now and then commitment...it is an all the time commitment.
- Part time effort will get you part time results.
- Make every job important.
- Hire right for leadership roles.
- Don't delegate and forget.
- When following up with people you are supervising, ask specific questions to get specific answers.
- Have a purpose in every activity you are involved in.
- Dreams without action are just daydreams. Make your dreams a reality!
- Success comes from performance.
- You can't sit on past success and expect more to come.