

## **The 80/20 Rule**

There is a golden rule that 20% of the people do 80% of the work and that 80% of the people do 20% of the work. In order to develop a strong organization you must be able to differentiate between them. The following guide will help you identify your 20% winners.

<b>20%</b>	<b>80%</b>
Work/Result Oriented	Thank God it's Friday
People who make things happen	People who watch things happen
People who will trade a risk for high potential	People who will not risk for high security
People who are ambitious – have a burning desire	People who are non-ambitious – have a burning contentment
People who detest mediocrity	People who accept mediocrity
Strong work ethic	Strong survival ethic
Entrepreneurial – love their work	Hate their jobs but won't change
People who are hard to reach	People who are easy to reach
People who push rejection aside	People who can't handle rejection
Always have a plan	Always have an excuse
See an answer for every problem	See a problem in every answer
Say it may be difficult but it is possible	Say it may be possible but it is difficult
People who are winners	People who are whiners
People who are open-minded	People who are close-minded
People who look for the pot of gold	People who can't wait for Sunday
People who you would love to meet	People who you try to avoid
People who will work their butt off for money	People who are so busy earning a living that they have no time to make any money