Lyn’s Laws

A short list of business and professional rules made from bad experiences.

1. Start all projects with a clear vision of what the final product and your customer’s expectations are. Try to deliver something a little better than what you promised.

2. Don’t ask for help solving a problem unless you have at least one solution (and preferably more) already thought out.

3. Never promise what you can’t deliver, and try to deliver early.

4. There is no such thing as a dumb question, but on the other hand, don’t ask other people to think for you. Well thought out, insightful, and specific questions are always appreciated.

5. Check your work! There is always some simple calculation that can be applied to determine if an answer is reasonable. Don’t expect your boss to check your work.

6. Never lose sight of the fact the reason why a company is in business is to make money. If you are not making money for the company you are expendable.

7. If you see brake lights, turn! There is always more than one way to reach a destination, don’t get stuck in traffic with a single route.

8. It is OK to criticize the boss as long as you don’t mind the boss criticizing you. Better yet, try to foster a mutually beneficial relationship.

9. Keep in mind you may never know who your next boss will be.

10. If a problem or situation gets personal, it is time to get out.

11. Negotiations are never ultimatums. If you can’t see both sides of an opportunity or decision, you’re not looking hard enough.

12. If the sole reason why you are working at a particular job is to earn a paycheck, you are not working at the right job. Have passion for what you are doing.

13. Life is a learning experience. If you are not constantly learning, you are stagnating. If you think you know it all, you don’t.

14. Be prepared. Don’t expect someone else to bail you out if things get rough.

15. The best lessons come from mistakes, but don’t repeat the same mistakes.

16. Business is about relationships. Strive to maintain good ones. Occasionally, there will be times when a relationship needs to be broken. Do it kindly, and then move on.

17. Leave personal emotional baggage outside the front door.

18. Avoid swimming upstream. Salmon swim upstream right before they die.