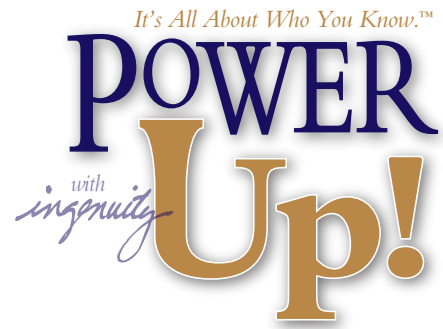


## How to Gain Credibility



- Work hard, display competence, show confidence.
- Follow up when you say you will, meet and exceed deadlines, admit when you do not know something.
- Personal introductions from satisfied clients.
- Solid work ethics and maintaining professionalism.
- Bring in deals.
- Ask good questions to ensure an issue or solution has been fully explored.
- Provide work that is done both thoroughly and efficiently.
- Be prepared. Any time you are meeting with a superior internally, or accompanying them to a client, be prepared to participate in the conversation in a meaningful way.
- Be reliable.
- Act confidently and don't be afraid to ask questions.
- Be respectful.
- Show an interest in learning.
- Work hard and have integrity to do the right thing.
- Approach each task with competence, commitment and passion.
- Consistently follow through on promises made.
- Consistently complete tasks efficiently.
- Conduct yourself at all times like you are interviewing for the job. Never be satisfied with work that is less than 100 percent. Always be cognizant of the bottom line and the equally important issues of keeping existing clients and generating new clients.

*\*According to March 2007 Power Up! attendees.*