

Being selective is an indicator that you are purposeful, serious about quality, and exercise good judgment. It helps solidify your reputation, builds trust, and brings you increased power to attract more good people – and even more good fortune. Smart successful people generally want to do business with other smart and successful people.

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As you become more intentional, you will likely discover that some people and activities are no longer a fit for you; you can no longer expend energy on them. That is part of growth and change, for them and for you.

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As a final note, always hold yourself to the same high standards you set for others. As you analyze what you want and need, don't forget to do some self-examination as well. Regularly and honestly consider whether you are living up to the high standards to which you are holding others. What are you doing to create relationships that are mutually beneficial?

What are you doing to earn your spot in the Top 20% of those you work with, admire, and receive value from?

Are you a Twenty-Percenter with your 20%? This is a key component to being in integrity with yourself and others. As you scrutinize others, expect that they will do the same with you.