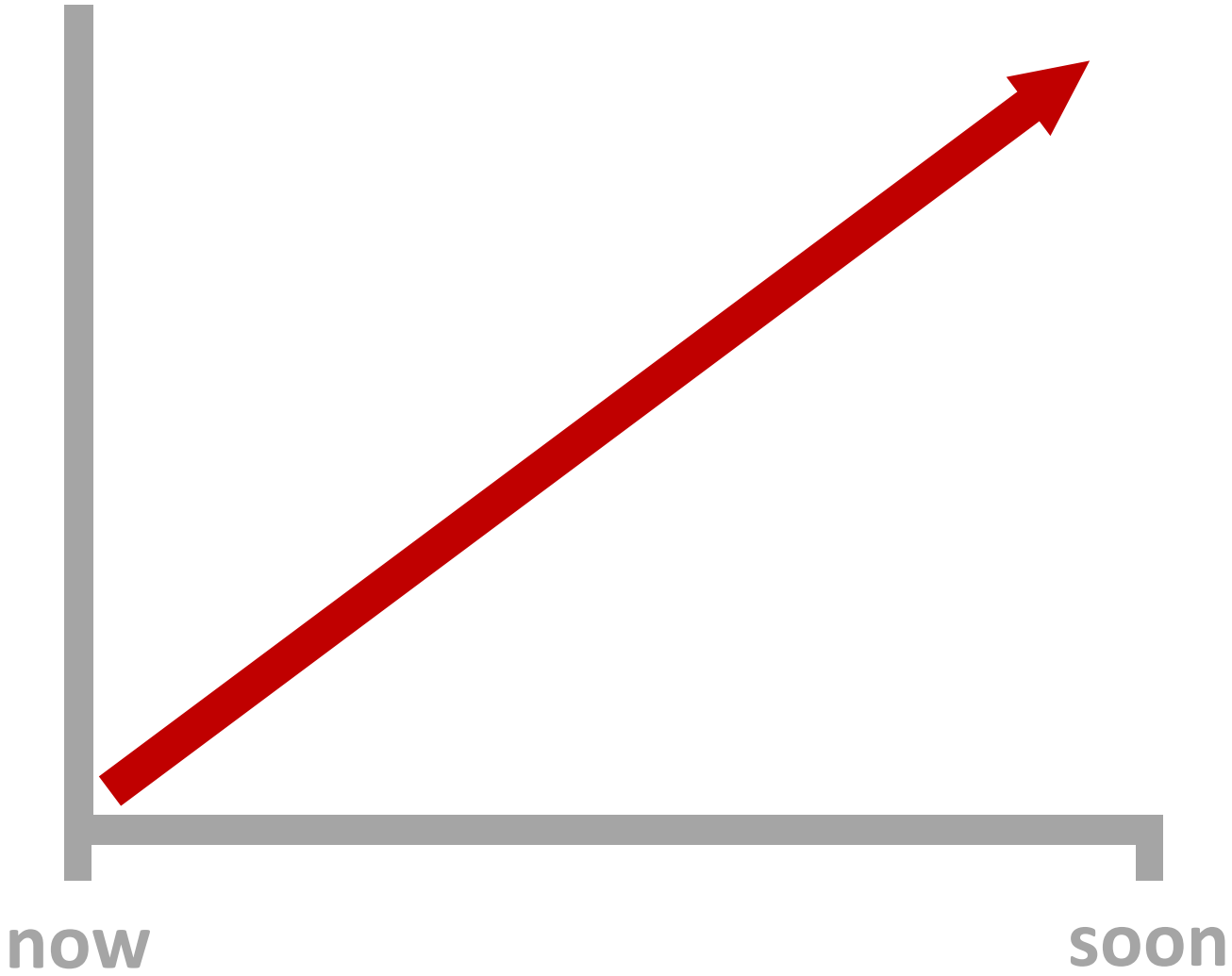


‘Surviving the first year... and staying sane’

CIPFA South West
Thursday 13th June 2013

hello

something



Introducing the rules...

Rule 1:

Think carefully about what you **do**
and what you **don't** do.

Rule 2:

Be yourself.

Work how **you want to work.**

(But don't work too hard.)

Rule 3:

**Be realistic about your CAPACITY,
even if this means you sometimes
have to say 'no'.**

Rule 4:

Develop a strong



pipeline.

Rule 5:

∞ Cashflow is king. ∞

Rule 6:

**Make lots of contacts...
and keep in touch with
them.**

Rule 7:

Things won't always go according to plan*. **Relax. Be flexible. Look for opportunities.**

* In fact, they hardly ever will.

Rule 8:

keep it simple

Rule 9:

Be nice and help people.



Rule 10:

Protect yourself and your family.

And a special bonus rule...

Be proud to be **small**.

Thankyou

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