

THE CHASE MANTRA

<p>WHO WE ARE</p>	<p>We are sales focused We are team players - We serve each other, and look after each other, One fails All FAIL We respect others time - We are never late We are accountable - No excuses! We are always honest with each other, and ourselves We are realists - Pipe Dreams are for Surfers, Blue Birds fly by We are the sum of the collective We individually strive for growth, and the growth of each other We are hard workers and pursue excellence - We take pride in what we do! We don't carry people - Pick up your own luggage and baggage We are FAMILY</p>
<p>WHAT WE DO</p>	<p>We develop, innovate and execute We solve problems We don't wait for things to happen, we are proactive and make things happen We respect processes We focus on what we have and what we do best, stick to the game plan We try our best, and learn from our failures without regret We strive to be 1% better every day in everything we do</p>
<p>HOW WE DO IT</p>	<p>We are Strategic Planners – No plan = Nowhere We are all leaders, we take the initiative and help each other succeed We are selective, we know when to say NO – NO is our friend We do things right, especially the small things We constantly innovate, if we stagnate we die We give 110% effort</p>
<p>WHAT'S OUR GOLD?</p>	<p>We are ethical - Good Ethics = Good Business = Profit We always ensure Gross Profit levels are good, we make money We are cost conscious - High costs = low profit = waste of time We don't waste time, time is money We value long term contractual relationships, annuity is in our blood</p>