

CONTRACTING RULES

CONTRACTING SHOULD BE SYSTEMATIC AND...

- ✓ **BE POSITIVE**
- ✓ **BE CLEAR**
- ✓ **BE FAIR**
- ✓ **BE HONEST**
- ✓ **REWARD ACCOMPLISHMENTS**
- ✓ **REWARD APPROXIMATIONS**
- ✓ **REWARD FREQUENTLY**
- ✓ **PAYOFF ON COMPLETION**

**I WILL DO IT.
NO IF'S
AND'S OR BUT'S!**

