

The statements and aphorisms that follow try to give a feel for the attitudes behind Discover Ltd. They are not rules but are guidelines and beliefs of the Company if this is possible. We hope they allow you a feel for the Company.

LESSONS FROM MISTAKES - A no blame environment.

Find the fault - rectify it - don't search for the guilty.

A fault recognised is half corrected.

A failure is a success if we learn from it.

People aren't failures until they begin to blame somebody else.

Occasional failure is the price of improvement.

Don't ever be afraid to admit you were wrong.

The real fault is to have faults and not try to mend them.

If you are willing to admit you are wrong when you are wrong, you are all right.

LOVE, LIFE AND HOW TO LIVE IT

The 3D's - Do it, Delegate it or Ditch it.

Courtesy is the shortest distance between two people.

Happiness is a mental attitude that comes from appreciating what we have, instead of being miserable about what we don't have.

Success depends not only on how well you do the things you enjoy but how conscientiously you perform those duties you don't.

Kindness is the golden chain by which society is bound together.

Who gossips to you will gossip of you.

Small deeds done are better than great deeds planned.

You will never find time for anything. If you want time you must make it.

Funny thing about kindness. The more it's used the more you have of it.

To have grown wise and kind is real success.

Friendship should not be thought of as something we get; it is something we give.

None of us can keep another from having a bad opinion of us, but we can make sure it isn't true.

VALUES AND THINGS

It is the willingness of people to give of themselves over and above the demands of the job that

distinguishes the great from the merely adequate organisation.

Enthusiasm makes ordinary people extraordinary.

The surest way to mishandle a problem is to avoid facing up to it.

It is a thousand times better to have common sense without education than to have education without common sense.

Wisdom comes more from living than from studying.

***People who do only what is required of them are, in a sense, slaves.
Those who choose to do more are free.***

The greatest labour saving device for some people is tomorrow.

The greatest ability is dependability.

The biggest, most valuable asset any company has is its people.

A successful business is people working together to provide a product or service of quality, at reasonable cost, on schedule, at a profit.

Success is more a function of common sense than it is of genius.

OBSERVATIONS FOR GROWTH

Faults are like car headlights. Those of others seem more glaring than our own.

The weaker the argument, the stronger the words.

A friend is a person who knows you and *still* likes you.

Human nature seems to endow everyone with the ability to size up everybody but themselves.

It is our responsibilities, not ourselves, that we should take seriously.

Swallowing your angry words now is a lot easier than having to eat them later.

Beware the fury of a patient man.

Alter your attitude and you can alter your life.

ABOVE ALL

It's nice to be important, but it's more important to be nice.