

Do's



AND



Don't's

OF DOING BUSINESS

KEITH HAMMOND

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C h a p t e r **One**

Why Do and Why Don't?

Have you ever wondered why seemingly good business people land in jail? Well, in the humble opinion of someone who has been there (me), it's a simple question of making good and bad decisions.

Knowing right from wrong isn't enough. It's like having faith without works. You have faith, but your faith means nothing unless you put it into action.

In doing business with our fellow man, we know how to do right, but the temptation of sin such as love of money, and all the things that come along with that, often are the root causes of good people, doing wrong.

In my own life, I've been incarcerated for making bad decisions. Once for opening a business which sold goods to people. Customers came in and made deposits for me to make a product, and after many years of good business, an incident happened over a weekend where I had a choice to make. Either try and help where I was needed in that incident, using the deposits of customers, or allow the incident to get much worse.

What I did was make the wrong choice. I made a bad decision. Although the incident worked out from my helping financially in the situation, that bad decision caused me to go to prison for six months.

The other time I was incarcerated for making a bad decision was after operating a business with 8 employees for several years, my company was in position for a huge contract. People who didn't want me to get the contract, questioned my past, and my first incarceration became the focus of a news article. My company had investors and once they read the news article, they got spooked, began to listen to lies and the opinions of others, and pulled their support from under my company. I went to jail for not being able to pay them back. Where was the bad decision I made? (1) Not telling the investors about my past; (2) Securing their investment with collateral that was only partially owned by my company.



Although my bad decisions caused some interruption in my life, and temporary hardship for my family, I am not one who believes that your past can prevent you from having a productive future. I believe that hard work, whenever you do it, eventually pays off.

For example, after the fall from my first incarceration God picked me back up, and within two years, I got hired by the very people who locked me up. They hired me as a Technology Specialist.

Within two years after that, I earned a million dollar annual contract to design and build a high school. And during both of these, I will still on probation and still paying restitution.

After the fall from my second incarceration, God picked me back up, and the ministry that God had been training me for most of my life, was born.

I wouldn't change anything about my incarceration experience, as each in its own was helped to mature me.

I've been through many setbacks, tragedies, business failures, repossessions, bankruptcies, evictions, foreclosures, judgments, lawsuits, felonies, homelessness, news reports, burned bridges, and numerous other things that most people can only deal with or experience "once". All of these things I've dealt with multiple times.

I've made and lost millions and along the way made bad business decisions that affected the lives of many people financially, which also affected their families. And although I went to prison, I have asked God for forgiveness, and to help me make amends.

I've done many things I'm not proud of and I've made countless mistakes. But there is a process of confession and repentance that brings about restoration. And only God can do that. So, let's talk about each of these things in their own context so we can learn what to do and what not to do in these situations, so you can learn from my mistakes.



Business Partnerships



Do

- **Get a lawyer to do “any” agreements.**
- **Clearly spell out every single nuance.**
- **Have both you and them read it.**
- **Speak to each and every reference.**
- **Talk to others you know that know them.**
- **Expect to go to jail if you break the law.**
- **Study the business before you invest.**
- **Get opinions other than your own first.**

Don't

- **Just trust your prior relationship.**
- **Get in a partnership without a contract.**
- **Sign anything until you read everything.**
- **Count on their honesty in business.**
- **Doubt them, just do due diligence.**
- **Sign anything until you read everything.**
- **Do the crime if you can't do the time.**
- **Chase money, you might catch it.**



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ABOUT THE AUTHOR:

Brother Keith is a born again Christian. He is a Spirit-led man of God, teacher and author. His life has been transformed from things such as pride and prison to passion and purpose.

God is the author of the Bible. It is meant to be our instruction manual, our roadmap home. Without it, we are lost. Use the information in these books to help you and others.

God destroys the darkness behind us, to direct us toward our destiny ahead. So whatever you do on your journey, never turn back. God bless you in your walk with Christ. Amen.

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