

Pareto Principal

The rule states that 80 percent of your results come from 20 percent of your efforts.

The rule is almost invariably accurate and translates to more than your personal efforts. For instance:

80 % of purchases made from your business will come from 20 % of your customers

80 % of your personal production will come from 20 % of the work you do

How can you use the 80-20 rule?