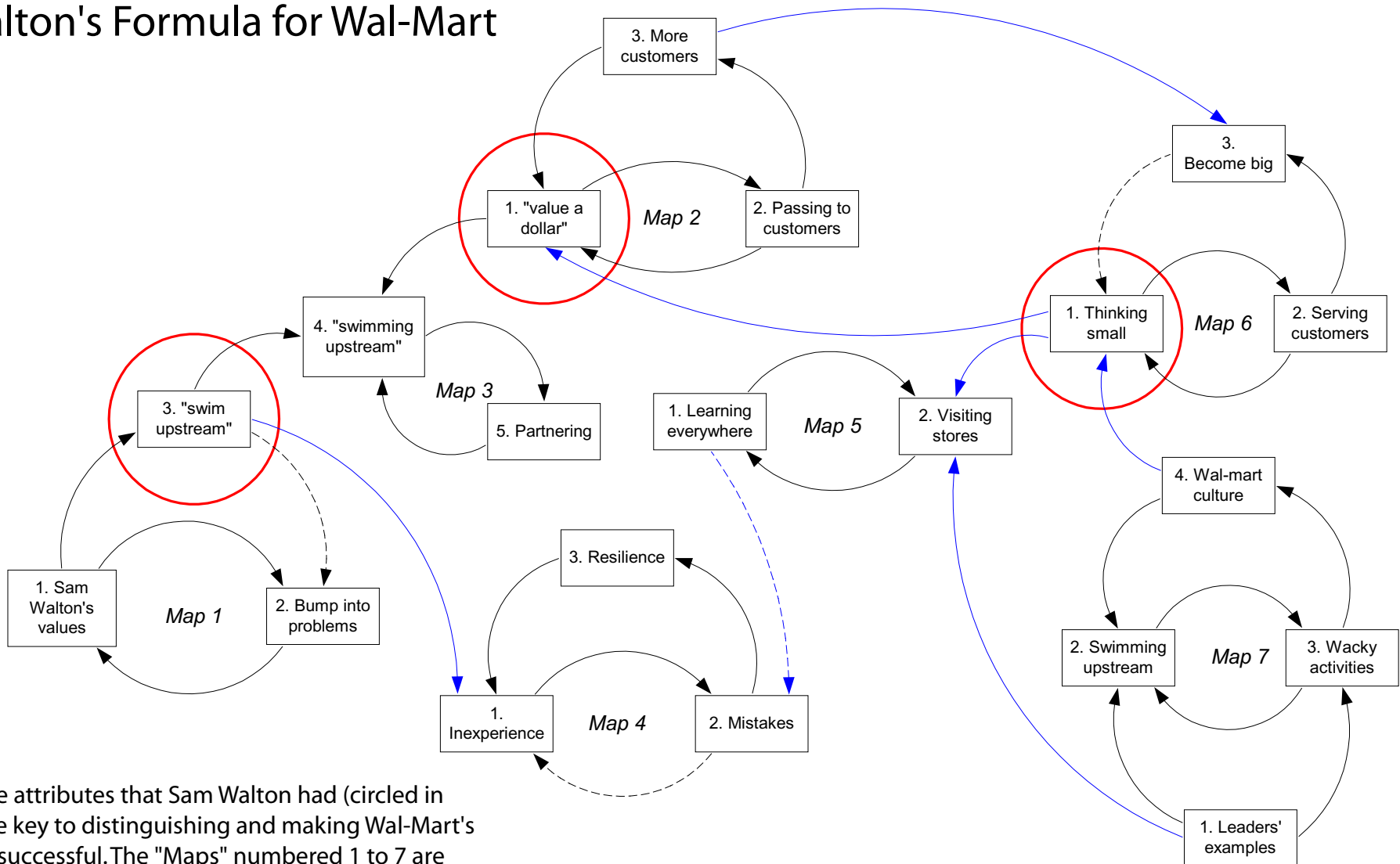


# Sam Walton's Formula for Wal-Mart



**Note:**

The three attributes that Sam Walton had (circled in red) were key to distinguishing and making Wal-Mart's to be so successful. The "Maps" numbered 1 to 7 are his "islands of competence" and they encourage or discourage each island as represented by a solid blue arrow or a dashed one respectively.

For those not used to NaviMaps, this map is not an easy to read. To discuss this, email me at Sing Cher at [sc@VirtuousCycles.net](mailto:sc@VirtuousCycles.net).

