

**Core Values** 

(Effective April 10, 2012)

Fairhaven Solutions is well along the path to being one of the best companies to work for. Each of our employees contributes to our unique culture. We are dedicated to our core values, teambased project focus, and employee growth and retention.

Our core values are our behavioral norms. They are what we have a right to expect from each other, regardless of position or level. They are also our filters to measure prospective employees.

## Fairhaven Solutions' core values:

**Keep a positive attitude** - We believe one key to success is simply maintaining a positive attitude. Your attitude is visible to others and has a tremendous positive or negative influence.

**Strive for excellence** - In today's market it is simply not enough to satisfy the client. We need to continually outperform our competition by raising the bar.

**Make and keep commitments** - We are only as good as our word. Our clients and stakeholders expect us to continually make commitments and to either keep or exceed them. Anything else is simply unacceptable.

**Maintain the highest level of integrity** - Plenty of challenges await us as we strive for excellence. A powerful weapon is our trust and integrity. Together, these remove the doubt, fear and politics from the equation blazing a clear path to success.

**Communicate openly and honestly** - Trust can only be retained if we are honest with our team, our clients and ourselves. Many times, success will hinge on our ability to quickly create a trusting, positive work environment.

**Encourage innovation** - Many of the questions are not answered at the start of the projects. Our environment is constantly shifting. We need to continually question and refine our approaches and solutions and embrace innovative ideas.

**Have fun** - Perhaps the most important core value. Life is way too short not to be enjoying it. Focus not only on the solution, but also in our journey towards it.

Our core values are a guideline for how we want to be perceived as a company and they are the greatest single influence on our corporate culture.