

Things are not hard to make. The hard part is choosing who makes them with you.

A lifetime to earn. A second to lose. A manifesto on trust.

I spent twenty years trusting the wrong people. The client who would pay “next week”. The installer who took the advance and vanished for a year. The partner who stopped answering his phone. The investor who was “almost ready”. The group that talked for months and never wired a cent. I covered their gaps with my own: I sold houses, apartments, cars and equipment to pay debts that were never mine. This is what it taught me.

ARCHIMEDES

“Give me a place to stand and a lever long enough, and I will move the world.”



RAZVAN LAICHICI

Give me the right people and I will move the world. Give me the wrong ones and they will move my house.

CONSTANTIN BRANCUSI

“Things are not hard to make. What is hard is putting yourself in the state to make them.”



RAZVAN LAICHICI

Things are not hard to make when the team is right and the trust you give is given back. They become impossible when the private interests of those you trusted can step over your word — and bury you with it.

Archimedes asked for a place to stand. Mine is 39 Archimedes Street, Dumbravita — The Lab, where every project in my files is built, tested and iterated before it carries my name.

01 Never put anyone’s word above your own judgment.

Your judgment is the only partner that has never left the room.

02 Trust is paid on delivery.

A man who wants your trust before his work wants your money before his work.

03 The unserious announce themselves early.

The missed call, the late draft, the “sorry, crazy week”. The first one is the whole forecast.

04 Never work with fools, however rich.

A fool with money loses it slower than a fool without. But he loses yours first.

05 Indecision is a decision — against you.

The man who cannot say yes or no has said no, and kept your time.

06 The shameless cannot be managed.

You can teach competence. You cannot teach a man to feel the weight of his own word.

07 A promise without a date is a compliment.

Write the date. Write the amount. Write who pays if it does not happen.

08 Never guarantee with your name what another man will do.

The bank takes your house. The man takes a holiday.

09 One late payment is an accident. Two is a policy.

Stop the work on the second, not the fifth.

10 “Almost ready” is the most expensive phrase in business.

Price it as never. Be pleasantly surprised.

11 Talk is free. That is why there is so much of it.

Count only money that has arrived, signatures that are dry, and work that has shipped.

12 Lose the client before you lose the house.

No contract is worth more than the roof it was supposed to pay for.

13 Say what you cannot build before you are asked.

“Do not promise what you cannot build” was my advice to others. Now it is the first rule I give myself.

14 Keep your word even when they did not keep theirs.

The moment you become like them, they have cost you twice.

A CONFESSION

I have lost other people’s trust too — by giving mine to things I could not verify, and vouching for them. You work a lifetime to earn it back and lose it in a second.

WE HOLD

- that trust is earned in small amounts and lost in full;
- that the first warning is the only one you will ever get for free;
- that our own judgment, trained by our own losses, outranks every charming stranger;
- that a clean no is worth more than a dirty maybe;
- **that the right team is the only lever worth pulling — and the wrong trust is the only weight that can bury you.**

MY FATHER’S MOTTO · VIOREL LAICHICI

Suntem atat cat ramanem, Ramanem atat cat am daruit!

We are what we remain, We remain what we have given!