

Useful Quotations

Indira Gandhi

There are two kinds of people, those who do the work and those who take the credit. Try to be in the first group; there is less competition there.

Dale Carnegie

There is only one way to get anybody to do anything. And that is by making the other person want to do it.

Billy Martin

There's nothing greater in the world than when somebody on the team does something good, and everybody gathers around to pat him on the back.

Zig Ziglar

Stop selling. Start helping.

Patricia Fripp

It is not your customer's job to remember you. It is your obligation and responsibility to make sure they don't have the chance to forget you.

Steve James

To satisfy our customers' needs, we'll give them what they want, not what we want to give them.

Paul J. Meyer

Forget about the business outlook, be on the outlook for business.

Jeff Bezos

If you do build a great experience, customers tell each other about that. Word of mouth is very powerful.

Anita Roddick

Business is not financial science; it's about trading -buying and selling. It's about creating a product or service so good that people will pay for it.

Frank Sinatra

Whatever has been said about me is unimportant. When I sing, I believe.

Clive Woodward

Greatness is achieved through the discipline of attending to detail.

Donald Rumsfeld

I believe what I said yesterday. I don't know what I said, but I know what I think and I assume it's what I said.

Henry Kissinger

Leadership is the art of taking people where they would not have gone themselves.

John F. Kennedy

If you can't imagine it, you can't do it.

Muhammad Ali

Champions aren't made in gyms. Champions are made from something deep inside them –a desire, a dream and a vision. They have to have the skill and the will, but the will must be stronger than the skill.

Nelson Mandela

A vision without action is just a dream. Action without vision just passes time. A vision with action can change the world.

Field Marshal Montgomery

The great thing about not preparing is that failure comes as a complete surprise.

Thomas Edison

Many of life's failures are people who did not realise how close they were to success when they gave up.

Aristotle

We are what we repeatedly do. Excellence then, is not an act, but a habit.

Winston Churchill

The price of greatness is responsibility.

Eleanor Roosevelt

No one can make you feel inferior without your consent.

Ken Blanchard

Catch people doing something right, not wrong. Help them to win.

Tom Peters

Failure is the only precursor to success.

Steve Jobs

Hire for imagination, train for skill.

Mario Andretti

If things seem under control, then you're not going fast enough.

Ross Perot

Too many businesses spend all their time and energy saying: "Ready, aim...aim...aim..." They should try: "Ready, Fire, Aim."

Muhammad Ali

Impossible is nothing. Impossible is not a fact, it's an opinion.

George S. Patton

Never tell people how to do things. Tell them what to do and they will surprise you with their ingenuity.

Elbert Hubbard

One machine can do the work of fifty ordinary men. No machine can do the work of one extraordinary man.

Arthur Brisbane

The dictionary is the only place where success comes before work.

Sir John Egan

The absolute fundamental aim is to make money out of satisfying customers.

Dr. Laurence J. Peter

If you don't know where you are going, you will probably end up somewhere else.

Thomas Edison

If there's a better way of doing it, find it.

Noel Lister

In business, if you are persistent you normally arrive. It's the old hare and tortoise story.

John Ashcroft

The worst mistake a boss can make is not to say "well done".

Ralph Waldo Emerson

Practice is nine-tenths.

Stephen R. Covey

If we keep doing what we're doing, we're going to keep getting what we're getting.

Winston Churchill

Success is going from failure to failure without a loss of enthusiasm.

George F. Burns

Define your business goals clearly so that others can see them as you do.

Herman Melville

It's better to fail in originality, than succeed in imitation.

Ernest Bevin

The first thing to do before you walk into any negotiation is what to do if the other fellow says no.

Beverley Sills

There are no short cuts to any place worth going.

Albert Camus

Those who lack courage will always find a philosophy to justify it.

Clement Stone

What the mind can conceive, the mind can achieve.

James Corbett

To become a champion, fight one more round.

Anais Nin

We don't see things as they are. We see them as we are.

John Fenton

Selling is the most exciting thing you can do with your clothes on.

John Ruskin

It is unwise to pay too much, but it is unwise to pay too little. When you pay too much you lose a little money and that is all, but when you pay too little, you sometimes lose everything, because the thing you bought was not capable of doing the thing it was bought to do.

Robin Williams

If it's the Psychic Network (calling), why do they need a phone number?

Warren Buffett

You only have to do a very few things right in your life so long as you don't get too many things wrong.

Dorothea Brande

To guarantee success, act as if it were impossible to fail.

Ben Sweethand

Success is a journey, not a destination.

Roger Babson

It is wise to keep in mind that neither success nor failure is ever final.

Albert Einstein

Intellectuals solve problems, geniuses prevent them.

Monty Hall

Actually, I'm an overnight success, but it took twenty years.

General George S. Patton

I don't measure a man's success by how high he climbs, but how high he bounces when he falls.

Theodore Roosevelt

The best executive is the one who has the sense to pick good men to do what he wants done and self-restraint to keep from meddling with them while they do it.

Billie Jean King

Champions keep playing until they get it right.

Henry Ford

Coming together is a beginning.
Keeping together is progress.
Working together is success.

Ken Blanchard

None of us is as smart as all of us.

Ryunosuke Satoro

Individually, we are one drop. Together, we are an ocean.

Henry Ford

If everyone is moving forward together, then success takes care of itself.

Annie Dillard

How we spend our days is, of course, how we spend our lives.

Henry Ford

Obstacles are those frightful things you see when you take your eyes off your goal.

Allan Bennett

Life is rather like a tin of sardines - we're all of us looking for the key.

Henry Ford

Quality means doing it right when no one is looking.

Abraham Lincoln

And in the end, it's not the years in your life that count. It's the life in your years.

Buckminster Fuller

Now there is one outstandingly important fact regarding Spaceship Earth, and that is that no instruction book came with it.

Henry Ford

One of the greatest discoveries a man makes, one of his great surprises, is to find he can do what he was afraid he couldn't do.

Buddha

If we could see the miracle of a single flower clearly, our whole life would change.

Henry Ford

I am looking for a lot of men who have an infinite capacity to not know what can't be done.

Corita Kent

Life is a succession of moments. To live each one is to succeed.

Einstein

No problem can be solved from the same level of consciousness that created it.

Dan Millman

I learned that we can do anything, but we can't do everything -at least not at the same time. So think of your priorities not in terms of what activities you do, but when you do them. Timing is everything.

Brian Tracy

Perhaps the very best question that you can memorise and repeat, over and over is: "what is the most valuable use of my time right now?"

Lord Chesterfield

I recommend you to take care of the minutes, for the hours will take care of themselves.

Peter F. Drucker

Time is the scarcest resource of the manager; If it is not managed, nothing else can be managed.

Hazlitt

The more we do, the more we can do; the busier we are, the more leisure we have.

Alan Lakein

Time equals Life. Therefore, waste your time and waste of your life, or master your time and master your life.

Goethe

We always have time enough if we will but use it aright.

John F Kennedy

We must use time as a tool, not as a couch.

Theodore Levitt

The purpose of a business is to create and keep customers.

Warren G. Bennis

Failing organisations are usually over-managed and under-led.

Carl Sandburg

Time is the coin of your life. It is the only coin you have, and only you can determine how it will be spent. Be careful lest you let other people spend it for you.

Charles Buxton

You will never find time for anything. If you want time you must make it.

Michael Althsuler

The bad news is time flies. The good news is you're the pilot.

Muhammad Yunus

Each of us has much more hidden inside us than we have had a chance to explore. Unless we create an environment that enables us to discover the limits of our potential, we will never know what we have inside of us.

Stephen Covey

In the last analysis, what we are communicates far more eloquently than anything we say or do.

R.E. Heinlein

To remain young requires unceasing cultivation of the ability to unlearn old falsehoods.

Conrad Hilton

Success seems to be connected with action. Successful people keep moving. They make mistakes, but they don't quit.

Elbert Hubbard

Life is just one damned thing after another

Elbert Hubbard

Do not take life too seriously. You will never get out of it alive.

Aldous Huxley

The vast majority of human beings dislike and even dread all notions with which they are not familiar. Hence it comes about that at their first appearance innovators have always been derided as fools and madmen.

Tony Robbins

People are not lazy. They simply have impotent goals...that is, goals that do not inspire them.

Ken Blanchard

In the past a leader was a boss. Today's leaders must be partners with their people -they no longer can lead solely based on positional power.

Robert Kiyosaki

The rich build assets that they use to purchase other assets. The poor only have expenses.

Zig Ziglar

People often say that motivation doesn't last. Well, neither does bathing - that's why we recommend it daily.

John F Kennedy

The Chinese use two brush strokes to write the word 'crisis'. One brush stroke stands for danger; the other for opportunity. In a crisis, be aware of the danger -but recognize the opportunity.

Kerry Packer

I don't want to be left behind. In fact, I want to be here before the action starts.

Henry Kravis (KKR)

If you don't have integrity, you have nothing. You can't buy it. You can have all the money in the world, but if you are not a moral and ethical person, you really have nothing.

Shailendra Singh

If you know your strength it never becomes a weakness. If the market knows your strength then it becomes a weakness.

Lee Iacocca

Management is nothing more than motivating other people.

John D. Rockefeller

Good management consists in showing average people how to do the work of superior people.

Brian Tracy

Practice Golden-Rule 1 of Management in everything you do. Manage others the way you would like to be managed.

Felix Dennis

Whatever qualities the rich may have, they can be acquired by anyone with the tenacity to become rich. The key, I think, is confidence. Confidence and an unshakable belief it can be done and that you are the one to do it.

Felix Dennis

The follow-through, the execution, is a thousand times more important than a "great idea". In fact, if the execution is perfect, it sometimes barely matters what the idea is.

John Madden

Coaches have to watch for what they don't want to see and listen to what they don't want to hear.

Phil Dixon

Probably my best quality as a coach is that I ask a lot of challenging questions and let the person come up with the answer.

Byron & Catherine Pulsifer

Make no mistake, as you change your leadership style to one of a coach you will face challenges. There will be times when you question: "Why am I doing this?" However, you must at all times keep the long term benefits of being a coach at the forefront of your mind.

George Dryden

People will exceed targets they set themselves.

Ara Parasheghian

A good coach will make his players see what they can be rather than what they are.

Byron & Catherine Pulsifer

A good coach passes on information quickly. They do not hold back information that affects my job.

Bob Nelson

You get the best effort from others not by lighting a fire beneath them, but by building a fire within.

S. Hein

Emotionally intelligent leaders set emotionally intelligent goals.

Zig Ziglar

For every sale you miss because you're too enthusiastic, you will miss a hundred because you're not enthusiastic enough.

Zig Ziglar

Every sale has five basic obstacles: no need, no money, no hurry, no desire, no trust.

George Bernard Shaw

I would like to take you seriously, but to do so would be an affront to your intelligence."

Plato

Human behavior flows from three main sources: desire, emotion, and knowledge.

Anthony Robbins

Take control of your consistent emotions and begin to consciously and deliberately reshape your daily experience of life.

William James

The emotions aren't always immediately subject to reason, but they are always immediately subject to action.

Zig Ziglar

The way you see them is the way you treat them and the way you treat them is the way they often become.

Michael Jordan

There was never any fear for me, no fear of failure.
If I miss a shot, so what?

Deepak Chopra

When you live your life with an appreciation of coincidences and their meanings, you connect with the underlying field of infinite possibilities.

Nelson Mandela

The greatest glory in living lies not in never falling, but in rising every time we fall.