

Favorite Quotations on Success

- ❖ No matter how much knowledge and ability you possess, you are doomed to experience minimal success if your efforts lack direction. Calvin Coolidge said, "Nothing is more common than unsuccessful men with talent... the world is full of educated derelicts."
- ❖ If you want to achieve success, make today the day you stop drifting. Decide on a goal. Write it down. Memorize it. Determine exactly how you plan to achieve it. Then begin by putting your plan into action... now!
- ❖ Others can stop you temporarily. You are the only one who can do it permanently.
- ❖ Failure cannot cope with persistence. If you want to achieve success, follow through by being a good finisher of everything you begin. Don't give up at the first sign of defeat.
- ❖ While the circumstances of life are such that everyone must undergo a certain amount of temporary defeat, you can find hope in the knowledge that every such defeat carries with it the seed of an equivalent benefit.
- ❖ Once a month, invite someone to lunch who knows more about your business than you do.
- ❖ Top performers know themselves and know how to deal effectively with different personality types.
- ❖ Five great rules of success: Keep your mind positive, know what you want, plan your work and work your plan, go the second mile in all human relationships, move on your personal initiative.
- ❖ Efficiency is doing things right. Effectiveness is doing the right things.
- ❖ If you learn from a defeat, you haven't really lost.
- ❖ Abraham Lincoln was a failure at everything he tried until he was well past the age of 40.
- ❖ Success occurs when opportunity meets preparation.
- ❖ Clearly define to yourself what you want to attain in life. Say to yourself: I can do it. I can do it now. Make a plan and chart the steps you must take to reach your goal. Take them one at a time, and you will find that with each success the next step comes easier as more and more people are attracted to help you achieve your ultimate purpose.
- ❖ Enthusiasm is more powerful than logic, reason or rhetoric in getting your ideas across and in winning others over to your viewpoint.
- ❖ I've learned that if you take good care of your employees, they will take good care of your customers.
- ❖ If you are without enthusiasm, you are without a definite major purpose.

- ❖ All enduring success begins with a success consciousness backed by a definite plan.
- ❖ The essence of good management is letting people know what you expect, inspecting what is done, and supporting those things that are done well.
- ❖ I've learned that the most creative ideas come from beginners—not the experts.
- ❖ The people whom we serve are our customers, and their opinions can affect all of the benefits that we get, from working-income level, promotions, job satisfaction, even whether or not we get to keep the job. So it's worth keeping the idea of "customer service" in mind at all levels of an organization.
- ❖ The secret to achieving your goals is mental conditioning. Review them at least twice daily. Post your goals where you're sure to see them every day in your journal, on your desk, in your wallet, or over your bathroom mirror so you can look at them while you're shaving or putting on makeup. Remember, whatever you consistently think about and focus upon, you move toward. This is a simple yet important way to program you RAS for success.
- ❖ Knowing how to benefit from failure is the key to success.
- ❖ All enduring success is founded upon harmonious human relationships.
- ❖ The difference between success and failure is often the difference between a half-hearted effort and total commitment.
- ❖ I've learned that nothing is really work unless you would rather be doing something else.
- ❖ The quality and quantity of the service you render, plus the mental attitude in which you render it, determines the amount of pay you get and the sort of job you hold.
- ❖ No one can succeed and remain successful without the friendly cooperation of others.
- ❖ You are "number one" when you do the best you can with what you have every day.