

## **QUOTES** "A goal is a dream with a deadline." -Napoleon 1. "A goal properly set is halfway reached." -Zig 2. "A good conscience is a continual 3. "A guaranteed way to be miserable is to spend all your time trying to 4. make everyone else happy." "A man wrapped up in himself makes a very small bundle." -5. "A mediocre idea that generates enthusiasm will go further than a 6. great idea that inspires no one." -Mary "A strong foundation at home sets you up for a strong foundation at 7. work." "Accept the challenges so you can feel the exhilaration of victory." -8. 9. "Accept your teammates for what they are and inspire them to become all they can be." "Act as if what you do makes a difference. It does." 10. "Action is the foundational key to all success." -Pablo Picasso 11. 12. "Aim for the moon. If you miss you may hit a star." -W.



13.	"All great thinkers are initially ridiculed – and eventually revered." -
	"All of your dreams await just on the other side of your fears." -Grant
15.	"Always choose the future over the past. What do we do now?" -
	"Always do your best. What you plant now, you will harvest later." -
17.	"Always give without remembering and always receive without forgetting."
	"Amateurs sit and wait for inspiration, the rest of us just get up and go to work."
-	"An attitude of a positive expectation is the mark of the superior personality."
	"Anger is never without a reason, but seldom with a good one." -
21.	"Any fool can criticize, condemn and complain - and most fools do." -
22.	"Any thought or action that you repeat over and over will eventually become a new habit."
	"Arriving at one goal is the starting point to another." -John Dewey
	"As we each express our natural genius, we all elevate our world." -
	"Be gentle to all and stern with yourself." -Saint



26.	"Be kind whenever possible. It is always possible." -Dalai Lama
-	"Be miserable. Or motivate yourself. Whatever has to be done, it's always your choice."
28.	"Become a person who would attract the results you seek."
29.	"Before you begin scrambling up the ladder of success, make sure that it is leaning against the right building."
	"Being the richest man in the cemetery doesn't matter to me. Going to bed at night saying we've done something wonderful, that's what matters to me."
31.	"Belief triggers the power to do."
	"Believe you can and you're halfway there." -Theodore
	"Big shots are only little shots who keep shooting." -Christopher
34.	"Business is like riding a bicycle. Either you keep moving or you fall down." -Frank
	"By failing to prepare, you are preparing to fail."
36.	"Change is hardest at the beginning, messiest in the middle and best at the end."
	"Clarity precedes mastery. Craft clear and precise plans/goals/deliverables. And then block out all else."
	is not absence of fear; it is control of fear, mastery of fear."



39.	"Crush your fears with ACTION." -Russell Frazier
·	"Daily exercise is an insurance policy against future illness. The bes Leaders Without Titles are the fittest."
41.	"Deserve your dream." -Octavio Paz
	"Discipline is the bridge between goals and accomplishment."
	"Discipline is what you must have to resist the lure of excuses." -
	"Do not let what you cannot do interfere with what you can do." -
-	"Do or do not. There is no try." -Yoda
	"Do something wonderful, people may imitate it."
	"Do whatever you do intensely."
	"Do you want to know who you are? Don't ask. Act! Action will delineate and define you."
·	"Doing the difficult things that you've never done awakens the talents you never knew you had."
	"Don't be afraid to go out on a limb. That's where the fruit is." -H.
	"Don't settle for anything less than excellence."
	"Don't be afraid to give up the good to go for the great."

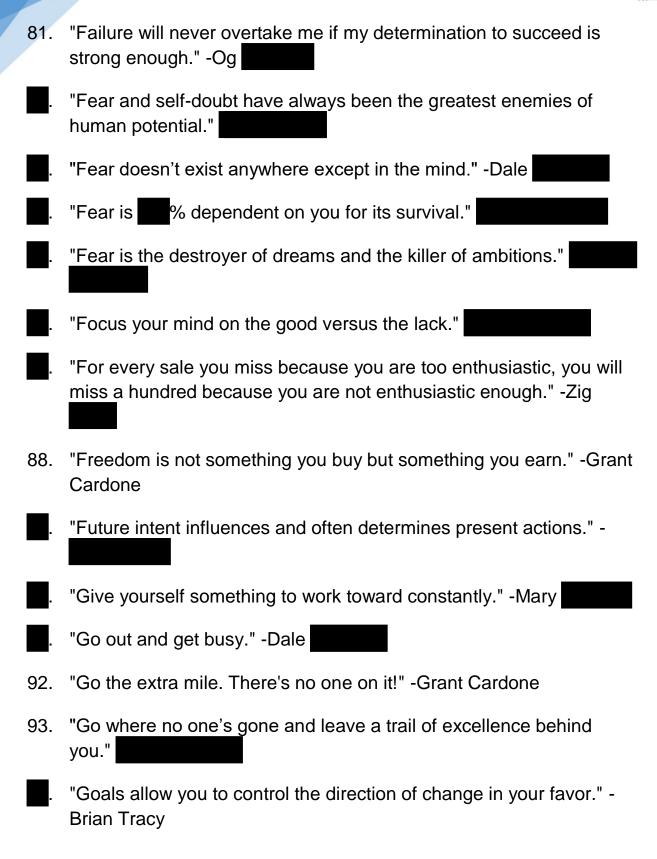


53.	"Don't fight the problem, decide it."
<b>.</b>	"Don't give up. Don't lose hope. Don't sell out." -Christopher Reeve
	"Don't mistake movement for achievement." -Jim Rohn
	"Don't watch the clock; do what it does. Keep going." -Sam
	"Don't wish it were easier, wish you were better." -Jim Rohn
•	"Dream big dreams! Imagine that you have no limitations and then decide what's right before you decide what's possible."
	"Early to bed and early to rise makes a man healthy, wealthy and wise."
	"Education is the beginning of transformation. Dedicate yourself to learning via books/audios/seminars and coaching."
	"Effective communication is 20% what you know and 80% how you feel about what you know." -Jim Rohn
	"Either I will find a way, or I will make one." -Philip Sidney
	"Either move or be moved." -Ezra Pound
64.	"Either write something worth reading, or do something worth writing."
	"Either you run runs you." -Jim Rohn
_	"Energy and persistence conquer all things."



67.	"Even if you fall on your face, you're still moving forward." -Victor
	"Ever tried. Ever failed. No matter. Try again. Fail again. Fail better." -Samuel Beckett
	"Every choice you make has an end result." -Zig
	"Every exit is an entry somewhere else." -Tom Stoppard
	"Every goal can be achieved if you break it down into enough small parts."
	"Every moment in front of a customer is a gorgeous opportunity to live your values."
	"Every sale has five basic obstacles: no need, no money, no hurry, no desire, no trust." -Zig
	"Every single person in the world could be a genius at something, if they practiced it for the sound could be a genius at something, if
	"Everything you do is triggered by an emotion of either desire or fear."
	"Everything you want is on the other side of fear."
	"Everything you've ever wanted is on the other side of fear."
	"Excellence in one area is the beginning of excellence in every area."
	"Excellence is a not a skill. It's an attitude."
	"Expect problems and eat them for breakfast."





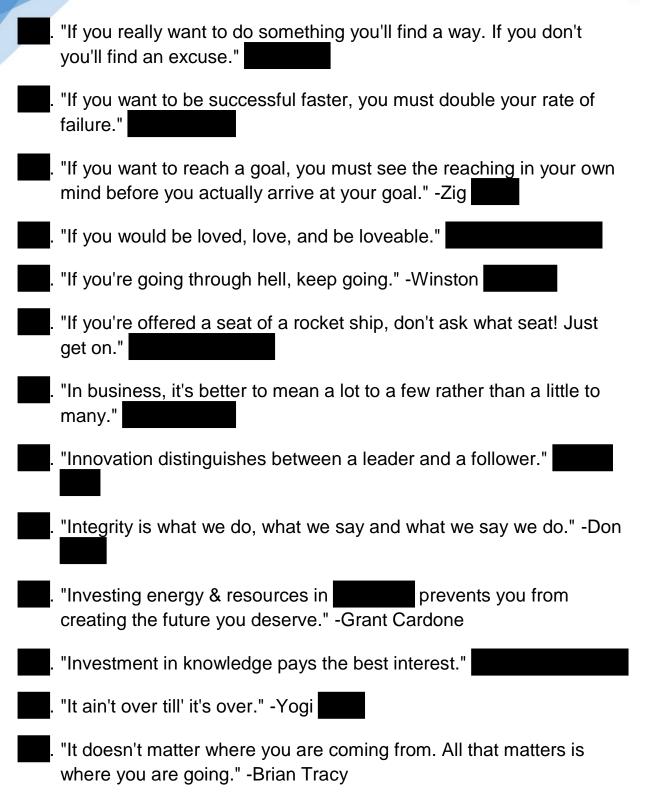


95.	"Goals are the fuel in the furnace of achievement."
	"Great works are performed not by strength but by perseverance." -
	"He that is good at making excuses is seldom good for anything else."
98.	"He that rises late must trot
99.	"High expectations are the key to everything." -Sam
	"Honesty is the best policy."
	"How you think when you lose determines how long it will be until you win." -Gilbert
	"I attribute my success to this - I never gave or took any excuse." -
	"I don't look to jump over 7-foot bars; I look for 1-foot bars that I can step over."
	"I never hold grudges; while you're holding a grudge, they're out dancing."
	"I want to put a ding in the universe."
	"I was motivated to be different in part because I was different." -
	"I will persist until I succeed." -Og
	"I'd rather attempt to do something great and fail than to attempt to do nothing and succeed."



"If it's to be, it's up me!"
"If opportunity doesn't knock, build a door." -Milton
"If passion drives you, let reason hold the reins."
"If we all did the things we are capable of doing, we would literally astound ourselves."
"If you aim at nothing, you will hit it every time." -Tom
"If you are not taking care of your customer, your competitor will." -
"If you are not willing to risk the usual, you will have to settle for the ordinary." -Jim Rohn
"If you aren't going all the way, why go at all?" -Joe
"If you can get yourself to read 30 minutes a day, you're going to double your income."
"If you desire many things, many things will seem few."
"If YOU don't believe in YOU enough to invest in YOU then don't be surprised when others don't invest in YOU." -Grant Cardone
"If you don't see yourself as a winner, you cannot perform as a winner." -Zig
"If you don't set goals for yourself, you are doomed to achieve the goals of someone else."
"If you learn from defeat you haven't really lost." -Zig







"It generally takes to become an overnight sensation."
"It is impossible to succeed without failing."
"It is not necessary to do extraordinary things to get extraordinary results."
"It is the working man who is the happy man. It is the idle man who is the miserable man."
"It takes guts to work hard enough to get the things you want." -Cole
"It takes many good deeds to build a good reputation, and only one bad one to lose it."
"It takes more than good intentions to get something done."
"It's easier to prevent bad habits than to break them."
"It's hard to fail, but it is worse never to have tried to succeed." -
"It's not about having the right opportunities, it's about handling the opportunities right."
"It's not failure itself that holds people back; it is the fear of failure that paralyzes you."
"Keep your eyes on the stars and your feet on the ground." -



"Knowing what to do and not doing it is the same as not knowing what to do."
"Lack of direction, not lack of time, is the problem. We all have a twenty-four hour day." -Zig
"Leaders think and talk about the solutions. Followers think and talk about the problems."
"Leadership is doing what is right when no one is watching." -
"Leadership is the ability to elicit extraordinary performance from ordinary people."
"Lean in, speak out, have a voice in your organization, and never use the word 'sorry'."
"Leap, and the net will appear."
"Look for the good in every person in every situation. You'll almost always find it."
"Lost time is never found again."
"Love me or hate me, at least now you know me." -Grant Cardone
"Lucky is where skill meets persistence."
"Make a customer not a sale." -Katherine
"Make the work you are doing better than the work you did
"Make your life matter."

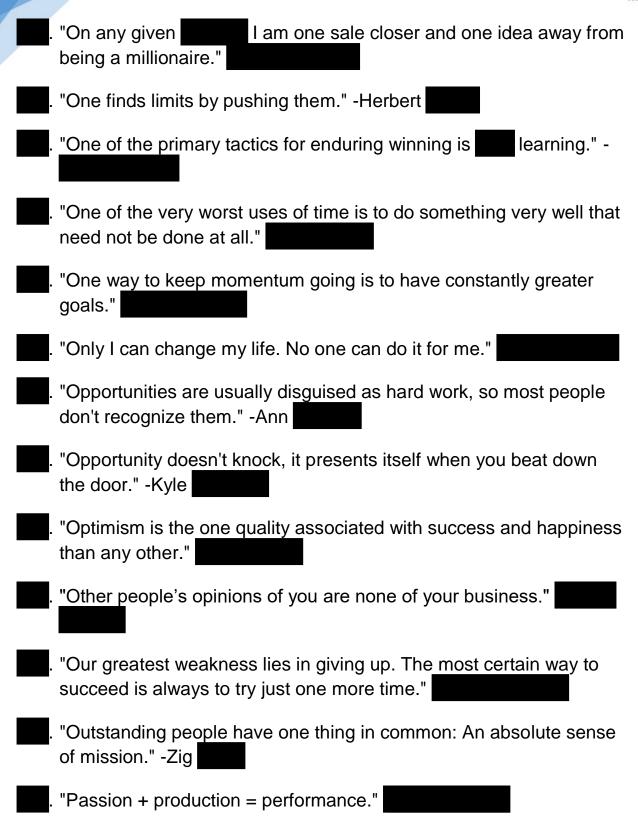


"Measure your success by your inner scorecard versus an outer one."
"Money and success demand attention. Ignore either and you will have neither." -Grant Cardone
"Most of the important things in the world have been accomplished by people who have kept on trying when there seemed to be no hope at all." -Dale
"Most people think selling is the same as talking. But the most effective salespeople know that listening is the most important part of their job." -Roy
"Motivation is the art of getting people to do what you want them to do because they want to do it." -Dwight
"Motivation is what gets you started. Habit is what keeps you going."
"Motivation will almost always beat mere talent."
"My dear friend, clear your mind of can't." -Samuel
"Never confuse motion with action."
"Never leave that till which you can do"
"Never leave the site of a strong idea without doing something to execute around it."
"Never miss a moment to celebrate another."



. "	'Never miss a moment to encourage someone you work with." -
. "	'Never say anything about yourself you do not want to come true." -
. "	'Never, never, never give up." -Winston
- "	'No bird soars too high if he soars with his own wings."
	'No matter what the level of your ability, you have more potential than you can ever develop in a lifetime." -James
. "	'No one can make you feel inferior without your consent." -Eleanor
	'Nobody cares how much you know, until they know how much you care." -Theodore
	'Nobody counts the number of ads you run; they just remember the mpression you make."
. "	'Nobody works better under pressure. They just work faster."
. "	'Nothing about an excuse can help your situation." -Grant Cardone
	'Nothing fails like success. Because when you are at the top, it's so easy to stop doing the very things that brought you to the top." -
. "	'Nothing is impossible; the word itself says 'I'm possible'"





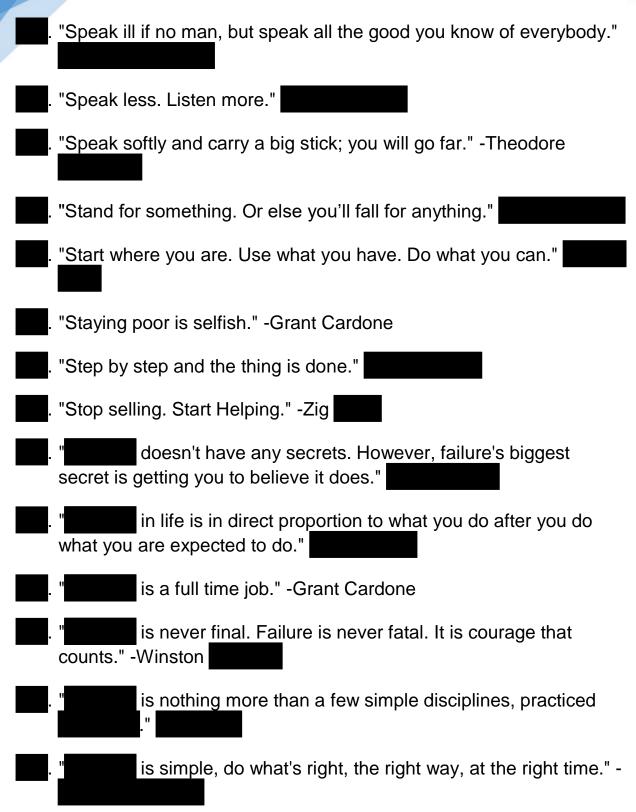


. "Patience is a key element of success."
. " performers replace depletion with inspiration on a basis."
. "People do business with people who make them feel special." -
. "People don't buy for logical reasons. They buy for emotional reasons." -Zig
. " is failing 19 times and succeeding"
is not a long race; it is many short races one after the other."
. "Pretend that every single person you meet has a sign around his or her that says, 'make me feel important.' Not only will you succeed in sales, you will succeed in life." -Mary
. "Problems are not stop signs, they are guidelines."
. "PURPOSE. One word that drives me every day. Find yours and be willing to die for it." -Grant Cardone
. "Pursue one great decisive aim with force and determination."
. "Quality is not an act, it is a habit."
. "Quality is pride of workmanship." -W.
. "Quality performance starts with a positive attitude."

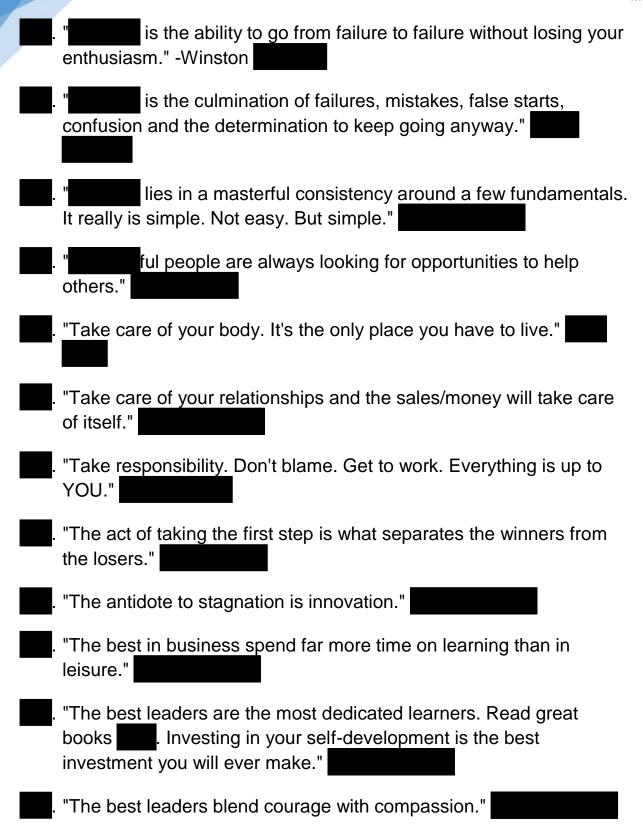


turn customer objections into customer objectives." -
"Remember that failure is an event, not a person. ended last night." -Zig
"Remember that leadership is about influence and impact, not title and accolades."
"Say "thank you" when you're grateful and "sorry" when you're wrong."
"Say no to anything that is not a high-value use of your time and your life."
"Say no to distractions."
"Saying I'll try really means I'm not really committed."
"Set no targets & you will get nowhere." -Grant Cardone
"Setting goals is the first step in turning invisible into the visible." -
"Shift from being busy to achieving results."
"Small , seemingly insignificant, improvements and innovations lead to staggering achievements over time."
"Some men see things as they are and ask why I dream of things that never were and ask why not?"
"Sometimes life is going to hit you in the head with a brick. Don't lose faith."









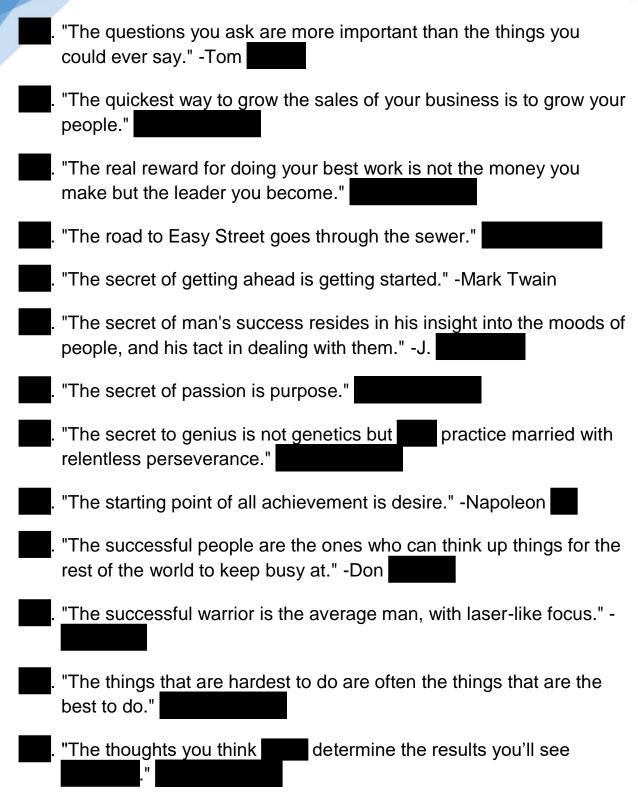


_	"The best leaders lift people up versus tear people down."
-	"The best leaders without a title use their heads and listen to their hearts."
-	"The best thing you will ever do for yourself is to say goodbye to people who make you less than you could be."
-	"The bigger the dream, the more important to the team."
	"The Constitution only gives people the right to pursue happiness. You have to catch it yourself."
	"The conversations you are most resisting are the conversations you most need to be having."
	"The difference between a successful person and others is not a lack of strength, not a lack of knowledge, but rather a lack of will." -
	"The difference between try and triumph is just a little umph!" -
	"The fears you run from run to you."
	"The few who do are the envy of the many who watch." -Jim Rohn
	"The great thing in this world is not so much where we stand, as in what direction we are moving." -Oliver
	"The greatest mistake we make is living in constant fear that we will make one." -John

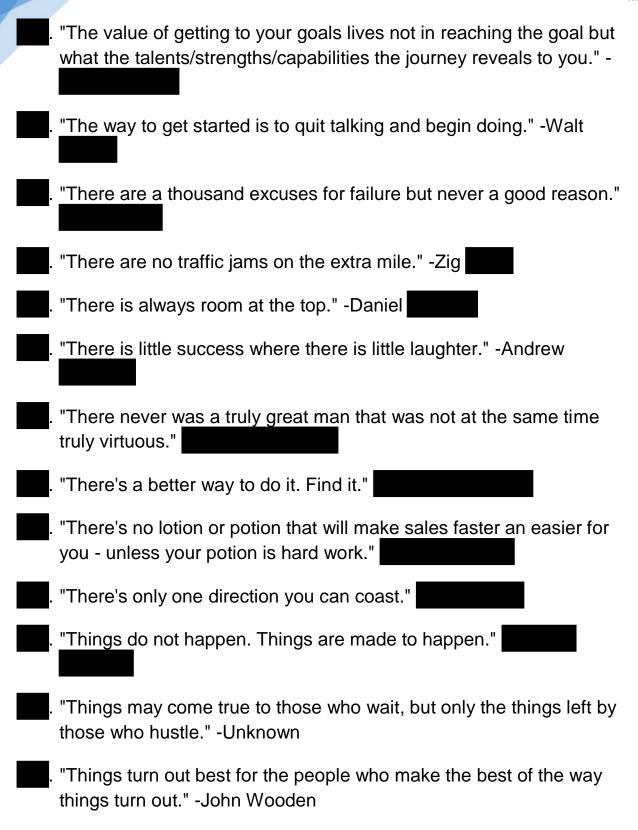


-	"The harder the conflict, the more glorious the triumph."
	"The key to success is to focus our conscious mind on things we desire not things we fear."
	"The less you are like others, the less others will like you."
	"The majority of men meet with failure because of their lack of persistence in creating new plans to take the place of those which fail." -Napoleon
	"The more messes you allow into your life, the more messes will become a normal (and acceptable) part of your life."
	"The more things you do, the more you can do." -Lucille
	"The more we do, the more we can do."
	"The more you go to your limits, the more your limits will expand." -
	"The more you worry about being applauded by others and making money, the less you'll focus on doing the great work that will generate applause. And make you money."
	"The most dangerous place is in your safety zone."
	"The most effective way to do it, is to do it." -Amelia
	"The most precious resource for businesspeople is not their time. It's their energy. Manage it well."
	"The most unprofitable item ever manufactured is an excuse."











"Think continually about what you want, not about the things you fear."
" is money."
"Timid salesmen have skinny kids." -Zig Ziglar
"To become successful Replace IF with WHEN." -Jaden
"To begin, begin."
"To double your net worth, double your self-worth. Because you will never exceed the height of your self-image."
"To earn more you must learn more."
"To have everything you want, help as many people as you can possibly find get everything they want."
"To have the rewards that very few have, do the things that very few people are willing to do."
"To succeed, jump as quickly at opportunities as you do at conclusions."
"To triple the growth of your organization, triple the growth of your people."
" is always ." ."
the greatest single source of wealth is between your ears." -
s goal: Be nice. Work hard. Tell the truth. Add value. Repeat



"Tough times never last, but tough people do."
"Treat customers as you would your best friend."
"Treat people well on your way up and they'll treat you well on your way down."
"Treating someone as second class never gets you first class results."
"Try not to become a person of success, but try to become a person of value."
"Trying is winning in the moment." -Dan Waldschmidt
"Understand that a problem is only a problem if you choose to view it as a problem."
"Understand the acute difference between the cost of something and the value of something."
"Visionaries see the "impossible" as the inevitable."
"Wanting something is not enough. You have to be willing to do what it takes to get it."
"We aim above the mark to hit the mark."
"We are all born ignorant, but one must work hard to remain stupid."
"We cannot solve our problems with the same thinking we used when we created them."
"We heard sheep, we drive cattle, we lead people. Lead me, follow me, or get out of my way."



"We may encounter defeats but we must not be defeated." -Maya
"Well done is better than well said."
"What great thing would you attempt if you knew you could not fail?"
"What is called genius is the abundance of life and health."
"What we dwell on is who we become."
"What would life be if we had no courage to attempt anything?" -
"What you are will show in what you do."
"What you do can improve all your tomorrows."
"What you get by achieving your goals is not as important as what you become by achieving your goals." -Zig
"What you have done is nothing compared to what you can do." -
"Whatever you are, be a good one." -Abraham
"Whatever you believe with feeling becomes your reality."
"When in doubt, don't."
"When obstacles arise, you change your direction to reach your goal; you do not change your decision to get there." -Zig



. "When one must, one can." -Charlotte
. "When something is important enough, you do it even if the odds are not in your favor." -Elon
. "When you believe your mind will find a way to do."
. "When you know what you want, and you want it bad enough, you'll find a way to get it." -Jim Rohn
. "When you play, play hard; when you work, don't play at all." -
. "Wherever you are - be all there." -Jim Elliot
. "Who you are becoming is more important than what you are accumulating."
. "Winning isn't everything, but wanting to win is." -Vince
. "Wise men don't need advice. Fools won't take it."
. "With a new day comes new strength and new thoughts." -Eleanor
. "With self-discipline most anything is possible." -
. "Without continual growth and progress, such words as improvement, achievement, and success have no meaning." -
. "Without hard work, nothing grows but weeds."



	"Words may show a man's wit but actions his meaning."
	"Work as if you were to live" Pray as if you were to die"
-	"Write injuries in dust, benefits in marble."
	ended last night, is a brand new day and it's yours." -Zig
	"You are fully responsible for everything you are, everything you have, and everything you become."
	"You are not what you think you are, but what you think, you are." -
	"You are the average of the five people you spend the most time with." -Jim Rohn
	"You become what you think about most of the time."
	"You can do anything if you have enthusiasm."
	"You can make excuses or you can make progress. You choose." -
	"You can't be great if you don't feel great. Make exceptional health your #1 priority."
-	"You can't get a good deal from a bad guy."
	"You can't help the poor by becoming one of them."
	"You can't wait for inspiration. You have to go after it with a club." -



"You can't build a reputation on what you are going to do."
"You don't close a sale, you open a relationship if you want to build a long-term, successful enterprise."
"You don't get more success. You give up the things that are keeping you from being successful."
"You don't have to be great to start but you have to start to be great." -Zig
"You have to make it happen." -Denis Diderot
"YOU is up to you."
"You just can't beat the person who never gives up." -Babe
"You may delay, but time will not."
"You miss % of the shots you don't take."
"You must take action now that will move you towards your goals.  a sense of urgency in your life." -H.
"You need to overcome the tug of people against you as you reach for high goals."
"You sleep to rest the body, you wake up to make your dreams a reality." -Grant Cardone
"You will get all you want in life if you help enough people get what they want." -Zig
"You will never find time for anything. If you want time you must make it."



. "You will not have a successful life surrounded by negative people."
"You'll never go wrong in doing what is right."
. "You'll always get out of life what you put it in - and you control what you put in."
. "Your attitude, not your aptitude, will determine your altitude." -Zig
"Your behavior will guide the behavior of the other members of your team or the people in your organization."
"Your competition is everything else your prospect could conceivably spend their money on." -Don
"Your schedule reflects your deepest values."
"Your excuses might be legit but they won't improve your life." -
"Your happiness is up to you. Period. Don't blame someone else because you aren't happy."
. "Your heaviest artillery will be your will to live. Keep that big gun going."
. "Your life only gets better when you get better."
"Your life/finances/relationships/career will be what you make of them. No more. No less."
"Your most unhappy customers are your greatest source of learning."



. "Your most valuable asset can be your willingness to persist longer than anyone else."
. "Your results are what they are either because you had a plan or because you didn't have a plan. Which is it?"
. "Your success will be compromised by your need to be liked by everyone." -Grant
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