

Entelechy's Collection of Motivational Sayings

1. They may forget what you said, but they will never forget how you made them feel. – Carl W. Buehner, Senior Leader, The Church of Jesus Christ of Latter-Day Saints
2. The foolish man seeks happiness in the distance, the wise grows it under his feet. – J. Robert Oppenheimer, American theoretical physicist and professor
3. Watch your thoughts; they become words.
Watch your words; they become actions.
Watch your actions; they become habits.
Watch your habits; they become character.
Watch your character; it becomes your destiny.
– Frank Outlaw, Founder of Bi-Lo, an American supermarket chain
4. Can't find time to take a day off? Schedule it in your calendar and pretend it's a meeting with your most important client; you are!
5. Today, catch someone doing something right and tell them.
6. Grace Hopper, computer pioneer: "You manage things; you lead people." How can you lead today?
7. Anything — everything — is possible with passion.
8. The true sign of commitment is action. Commit to something by acting on it today.
9. Wisdom is the reward you get for a lifetime of listening when you'd have preferred to talk. Today, talk less and listen more.
10. When someone isn't doing what you expect them to its most often because 1) they don't KNOW that's what you expect, 2) they don't know HOW to do what you want, or 3) they don't WANT to do it your way. Figure out WHY before you determine HOW to fix it.
11. Winston Churchill, former British Prime Minister: Success is never final. Failure is never fatal. It is courage that counts. What courageous thing will you do today?
12. Film director Billy Wilder: "An actor entering through the door, you've got nothing. But if he enters through the window, you've got a situation." Make a situation of your own today.
13. Coach Dean Smith to basketball superstar Michael Jordan in his freshman year at UNC: "Michael, if you can't pass, you can't play." Even stars need to be team players.
14. Ask yourself, "What one thing can I do TODAY that — if I did superbly — would have significant positive results in my department, my career, or my personal life?" Then do that one thing.
15. Do not let what you cannot do interfere with what you can do. – John Wooden, American basketball coach
16. We become the best by our passionate pursuit of a single dream. What is your dream?
17. Wayne Gretsky, hockey great: Don't skate to where the puck is, skate to where the puck is going to be.
18. Treat a man as he is; he will remain as he is. Treat a man as he can and should be; and he will become as he can and should be. – Johann Wolfgang von Goethe, German writer and statesman



ENTELECHY

unlockit.com

Entelechy's Collection of Motivational Sayings

| | |
|-----|--|
| 19. | There isn't a person anywhere that isn't capable of doing more than he thinks he can. – Henry Ford, American inventor |
| 20. | Far better it is to dare mighty things, to win glorious triumphs, even though checkered by failure, than to take rank with those poor spirits who neither enjoy much nor suffer much, because they live in the gray twilight that knows not victory nor defeat. – Theodore Roosevelt, American president |
| 21. | Great things are not done by impulse, but by a series of small things brought together. – Vincent Van Gogh, artist |
| 22. | 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. – Vince Lombardi, American football coach |
| 23. | Price is what you pay. Value is what you get. – Warren Buffett, American business magnate |
| 24. | Our greatest glory is not in never falling but in rising every time we fall. – Confucius |
| 25. | I have not failed. I've just found 10,000 ways that won't work. – Thomas Edison, American inventor |
| 26. | The difference between perseverance and obstinacy is that one often comes from a strong will, and the other from a strong won't. – Henry Ward Beecher, American minister |
| 27. | Challenges make you discover things about yourself that you never really knew. They're what make the instrument stretch — what makes you go beyond the norm. – Cicely Tyson, American model and actress |
| 28. | Excellence is the gradual result of always striving to do better. – Pat Riley, American basketball coach |
| 29. | No person can be a great leader unless he takes genuine joy in the successes of those under him. – W. A. Nance, author |
| 30. | Destiny is not a matter of chance; it's a matter of choice. It is not a thing to be waited for; it is a thing to be achieved. – William Jennings Bryan, American orator and politician |
| 31. | A candle loses nothing by lighting another candle. – Erin Majors, author |
| 32. | We are continuously faced by great opportunities brilliantly disguised as unsolvable problems. – Lee Iacocca, American automobile executive |
| 33. | You'll find that you can get anything you want in life if you will help other people get what they want. Today, help someone get what they want. – Zig Ziglar, motivational speaker and author |
| 34. | When it is dark enough you can see the stars. Look for the opportunity or lesson when things don't go as planned. – Ralph Waldo Emerson, American poet, philosopher, and essayist |
| 35. | You cannot do everything, but you can do something. What is the something you're going to do today to get you where you want to be tomorrow? |
| 36. | The difference between greatness and mediocrity is how often you take risks. Be great. Take a chance. – R. F. Kuang, Chinese American fantasy writer |
| 37. | Your destiny is not a matter of chance, it's a matter of choice. What are you choosing today? – William Jennings Bryan, American orator and politician |



Entelechy's Collection of Motivational Sayings

| | |
|-----|---|
| 38. | The life we have is created by the decisions we make and the actions we take. – Tony Robbins, motivational speaker and business strategist |
| 39. | The customer's perception IS reality. Ask yourself, "What does the customer think of my company, of our products and services, of me?" – Kate Zabriskie, President of Business Training Works, LLC |
| 40. | You cannot think in one way and act in another. Your thoughts control your actions. What are your thoughts regarding clients, work, colleagues? |
| 41. | Your chances of success are directly proportional to the degree of pleasure you derive from what you do. Enjoy what you do! – Michael Korda, former editor-in-chief of Simon Schuster |
| 42. | Dave Barry, comedic writer: Nobody cares if you can't dance well. Just get up and dance. |
| 43. | Project success — or failure — is usually NOT attributed to a single event; it's usually the culmination of many things done well — or done poorly. What can you do today to ensure the project's eventual success? |
| 44. | Give people the freedom to make mistakes and hold them accountable for learning from those mistakes. – John Wooden, American college basketball head coach |
| 45. | Dilbert: Needing someone is like needing a parachute. If he isn't there the first time, chances are you won't be needing him again. Who needs you? |
| 46. | Welcome challenge. The harder the conflict, the more glorious your victory. The more difficult the challenge, the richer the rewards. – Thomas Paine, English-born political philosopher |
| 47. | Jack Welch, former chairman and CEO of General Electric: "Change before you have to." |
| 48. | Find a task challenging? If it wasn't difficult, anyone could do it. – Tom Hanks, American actor |
| 49. | Andy Grove, CEO of Intel: "Setting and communicating the right expectations is the most important tool a manager has for imparting that elusive drive to the people he or she supervises." |
| 50. | Walt Disney: You can dream, create, design, and build the most wonderful place in the world...but it requires people to make the dream a reality. |
| 51. | When you have a staff or information meeting, always take time to thank people or praise achievements. |
| 52. | Here's the world's shortest communications course: 1: Ask. 2: Listen. |
| 53. | Here's the world's shortest sales course: 1: Know their business. 2: Know them. 3. Know your stuff. |
| 54. | Want to make it to the top? Be so good they can't ignore you! – Cal Newport, Georgetown University professor |
| 55. | Want motivated employees? Help them succeed at their job. – John Wooden, American college basketball head coach |
| 56. | Henry Ford, founder of Ford Motor Company: It's not the employer who pays the wages. Employers only handle the money. It's the customer who pays the wages. |



Entelechy's Collection of Motivational Sayings

| | |
|-----|---|
| 57. | Feeling undervalued? Identify your capabilities and how they contribute to the company. Be proactive and demonstrate your value through actions. – Avery Augustine, Forbes contributor |
| 58. | We are often bounded by self-imposed limits. Continually push yourself. Try new things. Try one new thing today! – William James, author |
| 59. | Success or failure is often determined on the drawing board. Take 10 minutes to plan each day. Take 30 minutes to plan each week. Take an hour to plan each month. |
| 60. | To paraphrase Calvin Coolidge, former American president: Nothing in the world can take the place of persistence. Talent will not, genius will not, education will not. To win, persist. |
| 61. | Gloria Steinem, American feminist: There are many more people trying to meet the right person rather than becoming the right person. |
| 62. | People don't perform for many reasons. One reason is because they don't get feedback. Provide feedback that helps the person succeed. |
| 63. | People don't perform for many reasons. One reason is that they don't know what you want. Set your expectations clearly to increase performance. |
| 64. | Hannibal: You'll learn more about a road by traveling it than by consulting all the maps in the world. Nike also says it: Just do it! |
| 65. | The only way to get better tomorrow is to ask for feedback today. Who can you ask? Ask your boss, your peer, your customer, your supplier, your significant other, yourself. |
| 66. | Take time this week to set SMART goals for the year. SMART goals are Specific, Measurable, Achievable, Relevant, and Time-bounded. – Robert S. Rubin, Professor at Saint Louis University |
| 67. | Mary Kay Ash, founder of Mary Kay Cosmetics: There are two things people want more than sex and money...recognition and praise. |
| 68. | Often people complain that they just weren't given the opportunity. Want more opportunity? Tackle more problems. Want a bigger opportunity? Go after a bigger problem. Don't have enough problems of your own? Go solve one of your boss's problems. |
| 69. | Leadership is an intense journey into yourself. You can use your own style to get anything done. It's about being self-aware. Every morning, I look in the mirror and say, "I could have done three things better yesterday." – Jeff Immelt, former CEO of General Electric |
| 70. | When tackling something new, ask for advice or instruction. Experience is a great teacher, but an expensive one. |
| 71. | When someone isn't doing what you expect them to, first make sure they clearly understand what you're looking for and why. – Unknown |
| 72. | "The ability to learn is the most important quality a leader can have. – Sheryl Sandberg, Chief Operating Officer of Facebook |
| 73. | Success is not the absence of failure; it is the achievement of objectives. Success is getting up after the fall, learning from the mistake, and continuing on better and faster as a result. |
| 74. | Courage is not the absence of fear; in fact, fear must be present for courage to be demonstrated. What do you fear and how will you demonstrate courage in the face of that |



Entelechy's Collection of Motivational Sayings

| | |
|-----|--|
| | fear? – Nelson Mandela, South African anti-apartheid revolutionary, political leader, and philanthropist |
| 75. | Stretch yourself. You will never be better than you currently are unless you stretch yourself. How are you going to stretch yourself today? – Roy T. Bennett, author |
| 76. | To do two things at once is to do neither well. Focus on one thing, do it exceptionally well, do it quickly, and move on to the next priority. – Gary Keller, author |
| 77. | You can either complain that rosebushes have thorns — or rejoice that thorn bushes have roses. – Abraham Lincoln, former American president |
| 78. | Success is often a matter of hanging on after others have let go. – William Feather, author |
| 79. | Only those who risk going too far will ever know how far they can go. This week in some fashion, push your capability to its limit. – T.S. Eliot, author |
| 80. | You can judge a person by the size of the problems that they tackle. What sized problems do YOU tackle? |
| 81. | Your success is not a matter of chance, it's a matter of choice — YOUR choice. Choose your success every day. – James D. Feldman, motivational speaker |
| 82. | A vision without action is nothing but a dream. What is your vision and what are you doing this week to realize that vision? – Joel A. Barker, futurist, author and lecturer |
| 83. | William Shakespeare: Have more than thou showest. Speak less than thou knowest. |
| 84. | Feedback is critical for self-development. Ask someone you trust for feedback. And then accept it as a gift. – Warren Buffet, American business magnate |
| 85. | Wisdom is the reward you get for a lifetime of listening when you'd have preferred to talk. Today, talk less and listen more. – Doug Larson, American columnist |
| 86. | Great leaders use a variety of techniques to get the job done. Great leaders know when to direct, when to problem-solve, when to persuade, and when to empower. |
| 87. | The power of one: Winners push themselves just a little harder than others. They make one more phone call. They type one more page. They meet with one more employee. Be a winner: embrace the power of one. |
| 88. | Want to lead more effectively, sell more, or work better with others? Tune into WIIFM: What's In It For ME. Tuning into what others want increases YOUR effectiveness. |
| 89. | Goethe: Treat people as if they were what they OUGHT to be and you may help them to become what they are CAPABLE of being. |
| 90. | Max DePree, former CEO of Herman Miller: The first responsibility of a leader is to define reality. The last is to say thank you. In between the two, the leader must become a servant. |
| 91. | As we look ahead into the next century, leaders will be those who empower others. – Bill Gates, founder of Microsoft |
| 92. | To be effective, leaders must know how to communicate their visions effectively and how to enlist the cooperation of others. – M. Z. Hackman & C. E. Johnson, leadership authors |



Entelechy's Collection of Motivational Sayings

| | |
|------|---|
| 93. | Great leaders are never satisfied with current levels of performance. They are restlessly driven by possibilities and potential achievements. – Donna Harrison |
| 94. | The final test of a leader is that he [she] leaves behind in others the conviction and will to carry on. – Walter Lippman, American writer and reporter |
| 95. | The new leader is a facilitator, not an order giver. – John Naisbitt, American author |
| 96. | The very essence of all power to influence lies in getting the other person to participate. – Harry A. Overstreet, former member of Florida House of Representatives |
| 97. | Followers “have a say” in what they are being led to. A leader who neglects that fact soon finds him [her]self without followers. – Garry Wills, American author and historian |
| 98. | Doing runs the risk of failure; not trying guarantees a legacy of nothing. |
| 99. | Great challenges are a prerequisite for great achievements. |
| 100. | Thought without action affects no one. Don't just think, do. |
| 101. | Les Brown, motivational speaker: In order to be successful, you must be willing to do the things today others won't do, in order to have the things tomorrow others won't have. |
| 102. | Sleeping on an idea doesn't make it any better, it just ruins a good sleep. Ideas should be acted on, not slept on. – Keith Drury, associate professor of religion at Wesleyan University |
| 103. | Real leaders are ordinary people with extraordinary determination. – Unknown |
| 104. | Perfection is the security blanket of the insecure. – Keith Drury, associate professor of religion at Wesleyan University |
| 105. | The key to success is setting the expectation. – Unknown |
| 106. | Action is usually more constructive than reaction. Plan ahead. |
| 107. | Andrew Carnegie, Scottish American business magnate: No person will make a great leader who wants to do it all himself or to get all the credit for doing it. |
| 108. | Adapted from Albert Einstein: $E=mc^2$. Excellence = motivation * capability squared. What is your motivation? What is your capability? |
| 109. | Mario Andretti, race car driver: If things seem under control, you're just not going fast enough. |
| 110. | We are the result of those who have helped us. Today, take a minute to thank someone who's helped you. |
| 111. | Wisdom consists of knowing what to do with what you know. What are YOU best at? What are you doing with it? |
| 112. | Ask yourself — and be specific — what value do I add? Being clear on your added value will help you, your team members, and your customers. |
| 113. | Mahatma Gandhi: If I have the belief, I can do it, I shall surely acquire the capacity to do it, even if I may not have it at the beginning. |
| 114. | Too many of us spend too much of our time trying to improve our shortcomings. Try instead to capitalize on your strengths. What are you good at? |



Entelechy's Collection of Motivational Sayings

| | |
|------|--|
| 115. | Frustrated? Sometimes we are frustrated simply because we believe that we have no choices. List your options and choose the one that best suits you. |
| 116. | Dale Carnegie, American writer: You will be more successful if you take interest in other people than if you attempt to get people interested in you. |
| 117. | Research shows that employees perform better when there is lots of communication. Communication has more impact on productivity than even job satisfaction! Communicate! |
| 118. | The best time to take a break is when you need to, not when you can. Downtime is important to long-term productivity. |
| 119. | Customers don't care about how you're organized or who does what. Spend as little time as absolutely necessary on internal stuff. |
| 120. | The Shakers, who were especially known for their hard work and durable, functional furniture have a motto: Work as if you were going to die tomorrow and build as if you were going to live forever. |
| 121. | If you're not living life on the edge, you're taking up too much space. – Jim Whittaker, American mountaineer |
| 122. | Customer Focus means knowing the customer without thinking of you, your company, or your products and services. Customer Focus requires that you first consider, "What is the customer thinking or feeling?" |
| 123. | Exercise the power of one. Make just one more sales call than you had planned. Write one more page. Answer one more call. Winners do just a little more than everyone else. |
| 124. | Today give no excuses. Accept no excuses. |
| 125. | When you cannot decide between two evenly balanced courses of action, chose the bolder of the two. – William Slim, British soldier |
| 126. | Play a big game. If you're not playing a big enough game, you'll screw up the game you ARE playing just to give yourself something to do. |
| 127. | Superior performers continually push their capabilities. Most people don't even know what their capabilities are. What are you capable of? |
| 128. | The wife of Entelechy CEO Terry Traut is a retired kindergarten teacher. She would tell her students who don't want to get involved, "If you don't get messy, you don't have fun!" The same is true in business: if you're not involved — getting messy — you're probably not having much impact on business. Get involved. Get messy. |
| 129. | What one thing will you want to have accomplished this week? What one thing can you do today to make sure you've reached your goal by week's end? Do that thing now. |
| 130. | Top performers look for feedback continuously from a variety of sources: colleagues, superiors, customers. Today, ask someone for feedback on one specific area of your performance. |
| 131. | Nothing of significance is ever achieved without passion. Whatever you do today, do with passion. – Georg Wilhelm Friedrich Hegel, German philosopher |



Entelechy's Collection of Motivational Sayings

| | |
|------|--|
| 132. | Everyone has several action items that seem to tag along from day to day and week to week never getting done but always taking up mental space. Today — right now — take care of one of them by either doing it or deciding to scratch it off your to-do list. |
| 133. | With leadership, integrity and imagination, achievement knows no boundaries. Anything is possible. |
| 134. | Customers look for competence. Demonstrate competence by being prepared, doing research, and asking targeted questions. |
| 135. | Customers look for value. How would you respond when your customer asks: How can you or your company benefit me? |
| 136. | Samuel Goldwyn, American-Polish film producer: Wisdom consists of knowing what to do with what you know! |
| 137. | If not now, when? If not you, who? It IS up to you and NOW is the time! |
| 138. | Reevaluate your strategy. Is doing what you're doing going to get you what you want? |
| 139. | Make a decision and move forward. If you've made the wrong decision, change it and move forward. |
| 140. | Professional athletes spend hours each day honing their skills. What are you doing to be top in YOUR field? |
| 141. | When you're facing an important discussion, write out your thoughts first. Preparation prevents regrets. |
| 142. | To attain excellence, you must also expect more than others think is possible. – Anonymous |
| 143. | To attain excellence, you must care more than others think is wise, risk more than others think is safe, and dream more than others think is practical. – Anonymous |
| 144. | Doug Mellinger, entrepreneur: Don't ask how to do something, ask who can best get it done. |
| 145. | It's been a month since the beginning of the new year. Today is a great day to recommit yourself to your goals and resolutions. |
| 146. | Don't confuse planning and reporting with doing. Nike has it right: just do it. |
| 147. | Performance requires two things: reasonable decisions and quick action. Think and do. |
| 148. | Planning is critical especially when using answering machines. Plan your message carefully so that you don't accidentally get cut off in the middle... |
| 149. | Albert Einstein: Imagination is more important than knowledge. |
| 150. | Make decisions on what's best for the customer. Even if you're buried in the middle of the organization, think customer. |
| 151. | Communication is not about talking; it's about being understood. Communication involves asking questions, listening, and empathizing with your listener. |
| 152. | Many of the things you have to be thankful for are the result of someone else: an employee, a boss, a spouse, a friend. Thank them this week. |



Entelechy's Collection of Motivational Sayings

| | |
|------|--|
| 153. | Richard Moran, Harvard philosopher, <u>Beware Those Who Ask for Feedback</u> : If you think you're smarter than your boss, don't let on. Your boss knows anyway. |
| 154. | Success comes from doing things that no one else can — or is willing to — do. If you can't be the best, be the most willing. |
| 155. | Napoleon Bonaparte, French statesman and military leader: A leader is a dealer in hope. Be a leader. |
| 156. | Success doesn't happen as a result of spontaneous combustion. You must set yourself on fire. |
| 157. | Malcolm Forbes, American entrepreneur: If you have a job without aggravation, you don't have a job. |
| 158. | You can discover new lands only if you're willing to leave familiar shores. |
| 159. | The biggest mistake is believing that you work for someone other than yourself. |
| 160. | It is not so much where we are, but in what direction we are headed. Where are you headed? |
| 161. | Mother Teresa: I know God won't give me anything I can't handle. I just wish he wouldn't trust me so much. |
| 162. | Take the extra step of putting yourself in the other's shoes; this will improve sales, management, quality, and relationships. |
| 163. | Celebrate successes. Take time to reflect on — and congratulate yourself for — a job well done. |
| 164. | When giving feedback, balance the feedback with one or two strengths and one or two areas for improvement. |
| 165. | Time savings begins with an organized office. Come in early one day this week and reorganize! |
| 166. | Protect yourself. If you're at work, back up your data. If you're on vacation, use sunscreen. |
| 167. | At the end of the week, what will you be especially proud of? Work on that activity today! |
| 168. | Winners focus. Are you focused? On what are you focused? |
| 169. | Focus on what you CAN do rather than on what you CANNOT do. What do you feel is your greatest strength? Leverage that strength. |
| 170. | When someone isn't performing as you expect, first make sure they clearly understand what you expect. |
| 171. | High performance is about doing, not saying. Are you known for what you do or for what you say? |
| 172. | Take a moment to reflect on the positive successes you had last week. Top performers celebrate their successes and know how to repeat them. |
| 173. | If you can do something now, do it. If you can't do it now, decide WHEN to do it or decide NOT to do it. |



Entelechy's Collection of Motivational Sayings

| | |
|------|--|
| 174. | You are what you are because of the people who have helped you. Today, call or write to one person who has helped you and thank them. |
| 175. | Anyone can deal with success; it's how you deal with adversity that marks you as a professional. Tackle a tough issue today. |
| 176. | "Delay is the deadliest form of denial." Don't wait. Do it today. |
| 177. | Most problems are attributed to unclear communication. To clear up communication problems, be specific, be concise, get agreement. |
| 178. | Everything you do either moves you closer to your goals or it doesn't; what will you do today to reach your goals? |
| 179. | The typical professional spends over five weeks in meetings a year. This week, avoid one unproductive meeting. |
| 180. | This week ask a client or customer how you're doing. Feedback builds winners. |
| 181. | Max DePree, former CEO of Herman Miller: We cannot become what we want to be by remaining what we are. |
| 182. | Want to hire people who perform over the long term? Hire for attitude. Train for skill. |
| 183. | True leaders know why people will follow them. Why will people follow you? |
| 184. | Coaching is like golf: success is based as much on your follow through as on your initial contact. |
| 185. | Leadership is based on integrity, respect, and trust. Do one thing today to demonstrate integrity, gain respect, or earn trust. |
| 186. | The life we lead tomorrow is based on decisions we make today. Make wise decisions. |
| 187. | Whatever you think you can do, begin. Merely by beginning, many things fall into place to support your effort. Begin today. |
| 188. | When coaching, before giving feedback, ask the other person what they thought went well and what they would change. |
| 189. | Take 10 minutes each morning to plan your day. The 10 minutes you spend planning can save you an hour of wasted time throughout the day freeing up over five weeks a year. |
| 190. | Take time to thank those who've provided you with help, insight, or guidance. |
| 191. | Words are only words; promises are only promises; only performance is reality. |
| 192. | Anyone who says they never had a chance never took a chance. Today, take a chance. |
| 193. | When coaching an employee, first ask them how they think they did. This will encourage them to self-assess and rely less on you for continual improvement. |
| 194. | This week keep track of where you're spending your time. On Friday, review your time log to identify the timewasters that keep you from achieving your goals. |
| 195. | High performance is not doing extraordinary things but doing ordinary things extraordinarily. Be a high performer. |



Entelechy's Collection of Motivational Sayings

| | |
|------|---|
| 196. | Ralph Waldon Emerson, American poet: Do not be too timid or squeamish about your actions. All life is an experiment. |
| 197. | Performance is not about herculean efforts but rather about consistent, persistent, improvement. What will you improve today? |
| 198. | Two of the greatest motivators: clear expectations and positive reinforcement. Tell 'em what you expect and tell 'em when they're doing what you expect. |
| 199. | Training only works when reinforced. Take time today to review the materials you received in training. Identify one technique to put to use. |
| 200. | When faced with several choices, pick the best one and move forward. Oftentimes, indecision is more dangerous than a poor decision. |
| 201. | Three letters will help you improve your effectiveness: A-S-K, ASK. ASK stands for Always Seek Knowledge. Increase your effectiveness by ASKing! |
| 202. | Before your next meeting with clients or prospects, write down three questions that you know they will ask. Prepare confidently for the meeting by answering the questions. |
| 203. | You are where you are because of the decisions you've made. What decisions are you going to make today to get you to where you want to be? |
| 204. | When you're reading a magazine, consider who else may benefit from the information. Share the article with him or her and enclose a brief note. |
| 205. | How do you work with an amiable person? Show interest in them as individuals. Look for common interests. Provide assurances and guarantees. |
| 206. | How do you work with an analytic person? Provide evidence and detail. Be accurate. Support their thinking. |
| 207. | How do you work with an expressive person? Collaborate. Support their vision. Let them save effort. |
| 208. | How do you work with a driver? Avoid chit-chat. Give options and let them choose. Focus on results. |
| 209. | Author Annie Dillard: How we spend our days is, of course, how we spend our lives. How do you plan to spend today? |
| 210. | Separate the urgent from the important. Work on the important stuff. |
| 211. | Short week because of the holiday? Plan your week by writing down one important thing to accomplish each day. |
| 212. | Overwhelmed? Delegate something to someone today. Consider what's in it for them. Set specific timeframes and deliverables. |
| 213. | Provide balanced, objective, specific, and supportive feedback to someone today. |
| 214. | Use questions rather than statements to guide the conversation and produce powerful, lasting results. |
| 215. | True leaders know where they are going. What are your goals? |



Entelechy's Collection of Motivational Sayings

| | |
|------|--|
| 216. | The great end of life is not knowledge but action. – T.X. Huxley, English biologist and anthropologist |
| 217. | Raw enthusiasm does not compensate for overwhelming stupidity. Combine intelligence with action. |
| 218. | Guy Kawasaki, American marketing expert: To compete well, you must play to win, but playing to win can turn into an obsession, which deteriorates your ability to play to win. Play as if everything depends on the outcome, and then walk away as if nothing depends on the result. |
| 219. | Forrest Gump: Your chances of winnin' the lottery get a lot better if you buy a ticket. Take action! |
| 220. | Every business interaction with another person builds or erodes the relationship. What are you doing to build the relationship? |
| 221. | The real voyage of discovery consists not in seeking new landscapes but in having new eyes. – Marcel Proust, French novelist |
| 222. | Make things as simple as they are, but no simpler. – Einstein |
| 223. | A participant in a recent training session: "Go with what you've got." Success comes from doing. |
| 224. | Hannibal as he strategized to cross the Alps: We have two options. We must either find a way or we must make one. |
| 225. | Negotiation happens when one party does agree with the value of another's offering. Establish value first and continuously. |
| 226. | The person with big dreams is more powerful than the one with all the facts. What do you have? |
| 227. | Learn from the mistakes of others. You cannot possibly live long enough to make them all yourself. |
| 228. | Everyone thinks of changing the world, but no one thinks of changing himself. – Leo Tolstoy, Russian writer |
| 229. | Anything worth doing is worth doing with enthusiasm. |
| 230. | There is no such thing as "soft sell" and "hard sell." There is only "smart sell" and "stupid sell." |
| 231. | Good judgment comes from experience. Experience comes from decisions and action. |
| 232. | Dreams and dedication are a powerful combination. – William Longgood, Voices from the Earth |
| 233. | To paraphrase General Patton: A good plan applied today is better than a perfect plan applied tomorrow. |
| 234. | The customer's perception is reality. |
| 235. | Anything less than a conscious commitment to the important is an unconscious commitment to the unimportant. |



Entelechy's Collection of Motivational Sayings

| | |
|------|--|
| 236. | Losers present problems; winners recommend solutions. Be a winner. |
| 237. | Set clear expectations. Problems always surface when expectations aren't clear. |
| 238. | Sales are made by asking questions; so are business relationships. Ask questions. |
| 239. | Use the power of one. Do as much as you can and then do just one thing more. |
| 240. | Always tell people what's in it for them; never assume that they will know. |
| 241. | In management, teams, and sales trust is the most important thing. |
| 242. | It is better to know some of the questions than all of the answers. – James Thurber, American cartoonist and author |
| 243. | Don't confuse bad management with destiny. |
| 244. | Treat others as <u>they</u> want to be treated. |
| 245. | Entelechy is a Greek word meaning "the realization of potential." What specifically did <u>you</u> do today to realize your true potential? |
| 246. | Focus all your energy on the one thing that you can do today that would have significant impact on your job, family, or department. |
| 247. | You and I do not see things as they are; we see things as WE are. |
| 248. | Success is getting what you want. Happiness is wanting what you get. |
| 249. | Winning isn't everything. Wanting to win is. |
| 250. | Leadership is action, not position. If you are to lead, you must act. |
| 251. | A single person with passion can accomplish more than 99 people with mere enthusiasm. Get passionate with it! |
| 252. | Mike Baker, sales professional: If you're not living life on the edge, you're taking up too much space. |
| 253. | Do everything with passion. Nothing significant was ever done without passion. |
| 254. | Ken Blanchard, American author: in the next hour, catch someone — an employee, a colleague, your boss — doing something right. Then tell them. |
| 255. | Success usually comes to those who are too busy to be looking for it. – Henry David Thoreau, American poet |
| 256. | Each success only buys an admission ticket to a more difficult problem. – Henry Kissinger, American diplomat |
| 257. | Facts do not cease to exist because they are ignored. – Aldous Huxley, English writer and philosopher |
| 258. | The best way to predict the future is to invent it. – Alan Kay, American computer scientist |
| 259. | When your work speaks for itself, don't interrupt. – Henry J. Kaiser, American industrialist |



Entelechy's Collection of Motivational Sayings

| | |
|------|---|
| 260. | People forget how fast you did a job – but they remember how well you did it. – Howard Newton, brain and cognitive scientist. |
| 261. | Plans are only good intentions unless they immediately degenerate into hard work. – Peter Drucker, American-Austrian educator |
| 262. | The stories of past courage... can offer hope, they can provide inspiration. But they cannot supply courage itself. For this each man must look into his own soul. – John F. Kennedy, American president |
| 263. | All our dreams can come true – if we have the courage to pursue them. – Walt Disney |
| 264. | A man full of courage is also full of faith. – Cicero, Roman statesman 63 BC |
| 265. | Courage is grace under pressure. – Ernest Hemingway, American journalist and author |
| 266. | Courage is the first of human qualities, because it is the quality which guarantees all others. – Winston Churchill, Prime Minister of England |
| 267. | Courage is resistance to fear; mastery of fear – not absence of fear. – Mark Twain, American writer |
| 268. | Courage is almost a contradiction in terms. It means a strong desire to live taking the form of a readiness to die. – G. K. Chesterton, English writer and poet |
| 269. | Perfect courage is to do without witnesses what one would be capable of doing before all the world. – LA Rochefoucauld, French author |
| 270. | We gain strength, and courage, and confidence by each experience in which we really stop to look fear in the face ... we must do that which we think we cannot. – Eleanor Roosevelt, American First Lady |
| 271. | The fact is, that to do anything in the world worth doing, we must not stand back shivering and thinking of the cold and danger, but jump in and scramble through as well as we can. – Robert Cushing, New Hampshire State Representative |
| 272. | In order to discover new lands, one must be willing to lose sight of the shore for a very long time. – Unknown |
| 273. | He who is not courageous enough to take risks will accomplish nothing in life. – Muhammad Ali, American professional boxer |
| 274. | You can't test courage cautiously. – Anne Dillard, American author |
| 275. | It is easy to be brave from a safe distance. – Aesop |
| 276. | I'd rather give my life than be afraid to give it. – Lyndon Baines Johnson, American President |
| 277. | Men take only their needs into consideration, never their abilities. – Napoleon Bonaparte, French statesman and military leader |
| 278. | People are always ready to admit a man's ability after he gets there. – Bob Edwards, American broadcast journalist |
| 279. | Ability is the art of getting credit for all the home runs somebody else hits. – Casey Stengel, American Major League Baseball player and manager |



Entelechy's Collection of Motivational Sayings

| | |
|------|--|
| 280. | Natural abilities are like natural plants; they need pruning by study. – Francis Bacon, Renaissance philosopher, statesman, and scientist |
| 281. | Ability will never catch up with the demand for it. – Malcolm S. Forbes, Publisher of Forbes magazine and American entrepreneur |
| 282. | Every person is responsible for all the good within the scope of his abilities, and for no more, and none can tell whose sphere is the largest. – Gail Hamilton, American writer and essayist |
| 283. | It is a fine thing to have ability, but the ability to discover ability in others is the true test. – Elbert Hubbard, American writer, publisher and philosopher |
| 284. | The Creator has not given you a longing to do that which you have no ability to do. – Orison Swett Marden, American inspirational author |
| 285. | Martyrdom is the only way a man can become famous without ability. – George Bernard Shaw, Irish playwright, critic and political activist |
| 286. | They are able because they think they are able. – Virgil, Roman poet |
| 287. | The world cares very little about what a man or woman knows; it is what a man or woman is able to do that counts. – Booker T. Washington, American educator and author |
| 288. | We all have ability. The difference is how we use it. – Stevie Wonder, American singer, song writer, and musician |
| 289. | Ability is a poor man's wealth. – M. Wren, American writer |
| 290. | What I need is someone who will make me do what I can. – Ralph Waldo Emerson, American poet, essayist, and philosopher |
| 291. | If I accept you as you are, I will make you worse; however, if I treat you as though you are what you are capable of becoming, I help you become that. – Johann Wolfgang Von Goethe, German poet, novelist, scientist, and statesman |
| 292. | If we did the things we are capable of, we would astound ourselves. – Thomas Edison, American inventor |
| 293. | Ability is what you're capable of doing. Motivation determines what you do. Attitude determines how well you do it. – Lou Holtz, American football player and coach |
| 294. | Our work is the presentation of our capabilities. – Goethe, German writer and statesman |
| 295. | We judge ourselves by what we feel capable of doing, while others judge us by what we have already done. – Longfellow, American poet and educator |
| 296. | Great ability develops and reveals itself increasingly with every new assignment. – Baltasar Gracian, Spanish Jesuit author |
| 297. | You have to have confidence in your ability, and then be tough enough to follow through. – Rosalynn Smith Carter, American First Lady |
| 298. | We would accomplish many more things if we did not think of them as impossible. – C. Malesherbes, French statesman |
| 299. | "I can't do it" never yet accomplished anything; "I will try" has performed wonders. – George P. Burnham, London born banker and politician |



Entelechy's Collection of Motivational Sayings

| | |
|------|---|
| 300. | Throughout the centuries there were men who took first steps down new roads armed with nothing but their own vision. – Ayn Rand, Russian-American writer and philosopher |
| 301. | Start by doing what's necessary, then what's possible, and suddenly you are doing the impossible. – Francis of Assisi, Italian Catholic friar, deacon, and preacher. |
| 302. | To accomplish great things, we must not only act, but also dream, not only plan, but also believe. – Anatole France, French poet |
| 303. | There are three types of people in this world: those who make things happen, those who watch things happen and those who wonder what happened. We all have a choice. You can decide which type of person you want to be. I have always chosen to be in the first group. – Mary Kay Ash, founder of Mary Kay Cosmetics |
| 304. | Don't limit yourself. Many people limit themselves to what they think they can do. You can go as far as you mind lets you. What you believe, you can achieve. – Mary Kay Ash, founder of Mary Kay Cosmetic |
| 305. | 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 Carnegie, America writer |
| 306. | The reward of a thing well done is to have done it. – Ralph Waldo Emerson, America poet |
| 307. | If not us, who? If not now, when? – John F. Kennedy, former American President |
| 308. | Don't let what you can't do interfere with what you can do. – Anonymous |
| 309. | Never be satisfied with what you achieve, because it all pales in comparison with what you are capable of doing in the future. – Rabbi Nochem Kaplan, former president of NCPSA |
| 310. | All good things are difficult to achieve; and bad things are very easy to get. – Morarji Desai, Prime Minister of India |
| 311. | Great things are not done by impulse, but by a series of small things brought together. – Vincent Van Gogh, Dutch post-impressionist painter |
| 312. | The future is not a gift – it is an achievement. – Harry Lauder, Scottish singer and comedian |
| 313. | If life were measured by accomplishments, most of us would die in infancy. – A. P. Gouthey, author |
| 314. | There is no great achievement that is not the result of patient working and waiting. – J. G. Holland, American novelist and poet |
| 315. | High achievement always takes place in the framework of high expectation. – Jack Kinder, author |
| 316. | An achievement is a bondage. It obliges one to a higher achievement. – Albert Camus, French philosopher and journalist |
| 317. | Fate knows where you are going, but it is up to you to drive there. – Michelle Keesling |
| 318. | Nothing happens until I make it happen. – Scott Wilson, American actor |
| 319. | You can't build a reputation on what you're going to do. – Henry Ford, founder of Ford Motor Company |



Entelechy's Collection of Motivational Sayings

| | |
|------|---|
| 320. | I think one's feelings waste themselves in words; they ought all to be distilled into actions which bring results. – Florence Nightingale, English social reformer and founder of modern nursing |
| 321. | Ideas without action are worthless. – Harvey Mackay, American businessman and author |
| 322. | I think there is something, more important than believing: Action! The world is full of dreamers, there aren't enough who will move ahead and begin to take concrete steps to actualize their vision. – W. Clement Stone, American businessman and philanthropist |
| 323. | Create a definite plan for carrying out your desire and begin at once, whether you are ready or not, to put this plan into action. – Napoleon Hill, American author |
| 324. | There are costs and risks to a program of action, but they are far less than the long-range risks and costs of comfortable inaction. – John F. Kennedy, American President |
| 325. | What you do speaks so loud that I cannot hear what you say. – Ralph Waldo Emerson, American poet |
| 326. | Leadership is practiced not so much in words as in attitude and in actions. – Harold S. Geneen, American businessman |
| 327. | Never confuse motion with action. – Benjamin Franklin |
| 328. | Just Do It! – Nike Running Shoes Advertisement |
| 329. | A man is the sum of his actions, of what he has done, of what he can do. Nothing else. – Mahatma Gandhi |
| 330. | Drive thy business, or it will drive thee. – Benjamin Franklin |
| 331. | Do or do not. There is no try. – Yoda, Star Wars character |
| 332. | As I grow older, I pay less attention to what men say. I just watch what they do. – Andrew Carnegie, Scottish-American industrialist, business magnate and philanthropist |
| 333. | Do what you can, with what you have, where you are. – Theodore Roosevelt, American President |
| 334. | Go for it now. The future is promised to no one. – Wayne Dyer, American author |
| 335. | You will never plough a field if you only turn it over in your mind. – Irish Proverb |
| 336. | The great end of life is not knowledge but action. – Thomas H. Huxley, English biologist and anthropologist |
| 337. | Action may not always bring happiness; but there is no happiness without action. – Benjamin Disraeli, Prime Minister of England |
| 338. | Commitment leads to action. Action brings your dream closer. – Marcia Wieder, American author and global visionary |
| 339. | Character isn't inherited. One builds it daily by the way one thinks and acts, thought by thought, action by action. – Helen Gahagan Douglas, American actress |
| 340. | I have long since come to believe that people never mean half of what they say, and that it is best to disregard their talk and judge only their actions. – Dorothy Day, American journalist |



Entelechy's Collection of Motivational Sayings

| | |
|------|--|
| 341. | The true gentleman does not preach his beliefs until he does so by his actions. – Unknown |
| 342. | Good intentions are not good enough...ultimately, we are measured by our actions. – Unknown |
| 343. | Conditions are never just right. People who delay action until all factors are favourable do nothing. – William Feather, American publisher and author |
| 344. | The only thing necessary for the triumph of evil is for good men to do nothing. – Edmund Burke, Anglo-Irish statesman, author, orator, political theorist, and philosopher |
| 345. | Success seems to be connected to action. Successful people keep moving. They make mistakes, but they don't quit. – Conrad Hilton, founder of the Hilton Hotels chain |
| 346. | To do nothing is in every man's power. – Samuel Johnson, English writer, poet, playwright, and literary critic |
| 347. | Your life will be no better than the plans you make and the action you take. You are the architect and builder of your own life, fortune, destiny. – Alfred A. Montapert, American author |
| 348. | I learned that if you want to make it bad enough, no matter how bad it is, you can make it. – Gale Sayers, former professional American football player |
| 349. | Where there's a will there's a way. – English proverb |
| 350. | Determination gives you the resolve to keep going in spite of the roadblocks that lay before you. – Denis Waitley, American motivational speaker |
| 351. | The surest way not to fail is to determine to succeed. – Richard B. Sheridan, Irish playwright and poet |
| 352. | If you really want something, you can figure out how to make it happen. – Cher, American singer and actress |
| 353. | A determined person will do more with a pen and paper, than a lazy person will accomplish with a personal computer. – Catherine Pulsifer, American author |
| 354. | The difference between the impossible and the possible lies in a person's determination. – Tommy Lasorda, former Los Angeles Dodgers baseball manager |
| 355. | If you doubt you can accomplish something, then you can't accomplish it. You have to have confidence in your ability, and then be tough enough to follow through. – Rosalyn Carter, American First Lady |
| 356. | What this power is I cannot say; all I know is that it exists and it becomes available only when a man is in that state of mind in which he knows exactly what he wants and is fully determined not to quit until he finds it. – Alexander Graham Bell, Scottish-born scientist and inventor |
| 357. | There is no chance, no destiny, no fate, that can hinder or control the firm resolve of a determined soul. – Ella Wheeler Wilcox, American author |
| 358. | Don't let go of your dreams. If you have determination and belief in your dreams, you will succeed in spite of your desire to let go. – Catherine Pulsifer, American author |
| 359. | A man can be as great as he wants to be. If you believe in yourself and have the courage, the determination, the dedication, the competitive drive and if you are willing to sacrifice the little |



Entelechy's Collection of Motivational Sayings

| | |
|------|---|
| | things in life and pay the price for the things that are worthwhile, it can be done. – Vince Lombardi, American football player, coach and executive in the National Football League. |
| 360. | It was courage, faith, endurance and a dogged determination to surmount all obstacles that built this bridge. – John J. Watson, American psychologist |
| 361. | So long as there is breath in me, that long I will persist. For now, I know one of the greatest principles on success; if I persist long enough, I will win. – Og Mandino, American author |
| 362. | Within each of us is a hidden store of determination. Determination to keep us in the race when all seems lost. – Roger Dawson, American music composer, jazz percussionist, and disc jockey |
| 363. | Determination is the wake-up call to the human will. – Anthony Robbins, American author |
| 364. | Nothing great will ever be achieved without great men, and men are great only if they are determined to be so. – Charles De Gaulle, French army officer who led the French Resistance against Nazi Germany in World War II |
| 365. | An invincible determination can accomplish almost anything and in this lies the great distinction between great men and little men. – Dr. Thomas Fuller, British physician, preacher, and intellectual |
| 366. | Never go backward. Attempt, and do it with all your might. Determination is power. – Charles Simmons, American editor and novelist |
| 367. | Those who don't understand determination call determination stubbornness or too driven. To be determined is to see it through! – Catherine Pulsifer, American author |
| 368. | Failure will never overtake me if my determination to succeed is strong enough. – Og Mandino, American author |
| 369. | You've got to get up every morning with determination if you're going to go to bed with satisfaction. – George Lorimer, American journalist |
| 370. | We will either find a way or make one. – Hannibal |
| 371. | Never stop. One stops as soon as something is about to happen. – Peter Brock, Australian race car driver |
| 372. | Real difficulties can be overcome; it is only the imaginary ones that are unconquerable. – Theodore N. Vail, former president of AT&T |
| 373. | The individual who knows the score about life sees difficulties as opportunities. – Norman Vincent Peale, American minister and author |
| 374. | There are two ways of meeting difficulties: you alter the difficulties, or you alter yourself to meet them. – Phyllis Bottome, British novelist and short story writer |
| 375. | You can't fly a kite unless you go against the wind and have a weight to keep it from turning a somersault. The same with man. No man will succeed unless he is ready to face and overcome difficulties and is prepared to assume responsibilities. – William J.H. Boetcker, American religious leader and public speaker |
| 376. | The greatest difficulties lie where we are not looking for them. – Johann Wolfgang Von Goethe, German writer and statesman |



Entelechy's Collection of Motivational Sayings

| | |
|------|---|
| 377. | When I hear somebody sigh that Life is hard, I am always tempted to ask, Compared to what? – Sydney J. Harris, American journalist |
| 378. | Undertake something that is difficult; it will do you good. Unless you try to do something beyond what you have already mastered, you will never grow. – Ronald E. Osborn, American author |
| 379. | If you would only recognize that life is hard, things would be so much easier for you. – Louis D. Brandeis, former Associate Justice of the U.S. Supreme Court |
| 380. | Our greatest battles are that with our own minds. – Jameson Frank, London artist |
| 381. | The man of character finds an especial attractiveness in difficulty since it is only by coming to grips with difficulty that he can realize his potentialities. – Charles de Gaulle, French army officer who led the French Resistance against Nazi Germany in World War II |
| 382. | No matter how difficult the challenge, when we spread our wings of faith and allow the winds of God's spirit to lift us, no obstacle is too great to overcome. – Roy Lessin, American author |
| 383. | If I were asked to give what I consider the single most useful bit of advice for all humanity, it would be this: Expect trouble as an inevitable part of life, and when it comes, hold your head high. Look it squarely in the eye, and say, "I will be bigger than you. You cannot defeat me." – Ann Landers, American columnist |
| 384. | Difficulties should act as a tonic. They should spur us to greater exertion. – B. C. Forbes, Scottish-born American financial journalist and author who founded Forbes magazine |
| 385. | The Difficult is that which can be done immediately; the Impossible that which takes a little longer. – George Santayana, philosopher, essayist, and poet |
| 386. | It is surmounting difficulties that makes heroes. – Louis Kossuth, Hungarian lawyer and former President of Hungary |
| 387. | Into each life some rain must fall, some days be dark and dreary. – Henry Wadsworth Longfellow, American poet |
| 388. | Difficulties are meant to rouse, not discourage. The human spirit is to grow strong by conflict. – William E. Channing, American Unitarian preacher |
| 389. | Triumphs without difficulties are empty. Indeed, it is difficulties that make the triumph. It is no feat to travel the smooth road. – Unknown |
| 390. | Nothing is particularly hard if you divide it into small jobs. – Henry Ford, founder of Ford Motor Company |
| 391. | It is a good rule to face difficulties at the time they arise and not allow them to increase unacknowledged. – Edward W. Ziegler, American author |
| 392. | In the middle of difficulty lies opportunity. – Albert Einstein |
| 393. | To be successful you must accept all challenges that come your way. You can't just accept the ones you like. – Mike Gafka |
| 394. | Troubles, like babies, grow larger by nursing. – Lady Holland, English political hostess and wife of Whig politician Henry Vassall-Fox |



Entelechy's Collection of Motivational Sayings

| | |
|------|---|
| 395. | For every mountain there is a miracle. – Robert H. Schuller, American Christian televangelist |
| 396. | Little minds are tamed and subdued by misfortune; but great minds rise above it. – Washington Irving, American short story writer |
| 397. | A desire can overcome all objections and obstacles. – Gunderson |
| 398. | Obstacles are like wild animals. They are cowards but they will bluff you if they can. If they see you are afraid of them... they are liable to spring upon you; but if you look them squarely in the eye, they will slink out of sight. – Orison Swett Marden, American author, founded Success magazine in 1897 |
| 399. | The true measure of a man is not how he behaves in moments of comfort and convenience but how he stands at times of controversy and challenges. – Martin Luther King Jr. |
| 400. | Smooth seas do not make skillful sailors. – African proverb |
| 401. | It's not whether you get knocked down. It's whether you get up again. – Vince Lombardi, American football player, coach and executive in the National Football League |
| 402. | Stand up to your obstacles and do something about them. You will find that they haven't half the strength you think they have. – Norman Vincent Peale, American minister and author |
| 403. | You must do the thing you think you cannot do. – Eleanor Roosevelt, former American First Lady |
| 404. | Life's challenges are not supposed to paralyze you, they're supposed to help you discover who you are. – Bernice Johnson Reagon, songwriter, composer, scholar, and social activist |
| 405. | Among all human constructions the only ones that avoid the dissolving hands of time are castles in the air. – Frederico de Roberto, Italian writer |
| 406. | A rock pile ceases to be a rock pile the moment a single man contemplates it, bearing within him the image of a cathedral. – Antoine de Saint-Exupery, French writer, poet, and journalist |
| 407. | If you have built castles in the air, your work need not be lost; there is where they should be. Now put foundations under them. – Henry David Thoreau, American poet |
| 408. | Dreaming is an act of pure imagination, attesting in all men a creative power, which, if it were available in waking, would make every man a Dante or a Shakespeare. – H.F. Hedge, New England Unitarian minister and Transcendentalist |
| 409. | If you can DREAM it, you can DO it. – Walt Disney |
| 410. | All our dreams can come true — if we have the courage to pursue them. – Walt Disney |
| 411. | Go confidently in the direction of your dreams. Live the life you've imagined. – Henry David Thoreau, American poet |
| 412. | We've removed the ceiling above our dreams. There are no more impossible dreams. – Jesse Jackson, American civil rights activist |
| 413. | Dreams come true; without that possibility, nature would not incite us to have them. – John Updike, American novelist |



Entelechy's Collection of Motivational Sayings

| | |
|------|--|
| 414. | I have heard it said that the first ingredient of success — the earliest spark in the dreaming youth — if this; dream a great dream. – John A. Appleman, American lawyer, poet, and encyclopedist |
| 415. | You are never given a dream without also being given the power to make it true. You may have to work for it, however. – Richard Bach, American writer |
| 416. | The moment of enlightenment is when a person's dreams of possibilities become images of probabilities. – Vic Braden, American tennis player |
| 417. | Don't be afraid of the space between your dreams and reality. If you can dream it, you can make it so. – Belva Davis, American journalist |
| 418. | Dream as if you'll live forever. Live as if you'll die tomorrow. – James Dean, American actor |
| 419. | Dream no small dreams for they have no power to move the hearts of men. – Johann Wolfgang Von Goethe, German poet, novelist, and scientist |
| 420. | If you don't have a dream, how are you going to make a dream come true? – Oscar Hammerstein, American theatre director of musicals |
| 421. | All men of action are dreamers. – James G. Huneker, American writer |
| 422. | Some people follow their dreams, others hunt them down and beat them mercilessly into submission. – Neil Kendall, American producer and writer |
| 423. | There are those that look at things the way they are, and ask why? I dream of things that never were and ask why not. – Robert F. Kennedy, American politician |
| 424. | A dream is your creative vision for your life in the future. You must break out of your current comfort zone and become comfortable with the unfamiliar and the unknown. – K. Denis Waitley, American motivational speaker |
| 425. | Without dreams, there is no reality! – Luis B. Couto |
| 426. | Whatever you can do or dream you can, begin it. Boldness has genius, power, and magic in it. – Goethe, German poet, novelist, and scientist |
| 427. | The future belongs to those who believe in the beauty of their dreams. – Eleanor Roosevelt, former American First Lady |
| 428. | You can't just sit there and wait for people to give you that golden dream. You've got to get out there and make it happen for yourself. – Diana Ross, American singer |
| 429. | Man, alone, has the power to transform his thoughts into physical reality; man, alone, can dream and make his dreams come true. – Napoleon Hill, American author |
| 430. | If you're going to be thinking, you may as well think big. – Donald Trump, American President, business tycoon |
| 431. | The real secret of success is enthusiasm. – Walter Chrysler, founder of Chrysler Corporation |
| 432. | Enthusiasm releases the drive to carry you over obstacles and adds significance to all you do. – Norman Vincent Peale, American minister |



Entelechy's Collection of Motivational Sayings

| | |
|------|--|
| 433. | I studied the lives of great men and famous women, and I found that the men and women who got to the top were those who did the jobs they had in hand, with everything they had of energy and enthusiasm. – Henry Truman, American President |
| 434. | A man can succeed at almost anything for which he has unlimited enthusiasm. – Charles M. Schwab, American steel magnate |
| 435. | The great accomplishments of man have resulted from the transmission of ideas and enthusiasm. – Thomas J. Watson Sr., American industrialist who built the IBM Corporation |
| 436. | If you can give your son or daughter only one gift, let it be enthusiasm. – Bruce Barton, American author |
| 437. | Get excited and enthusiastic about you own dream. This excitement is like a forest fire - you can smell it, taste it, and see it from a mile away. – Denis Waitley, American motivational speaker |
| 438. | You can do anything if you have enthusiasm. Enthusiasm is the yeast that makes your hopes rise to the stars. With it, there is accomplishment. Without it there are only alibis. – Henry Ford, founder of Ford Motor Company |
| 439. | Nothing great was ever achieved without enthusiasm. – Ralph Waldo Emerson, American poet and philosopher |
| 440. | It's faith in something and enthusiasm for something that makes life worth living. – Oliver Wendell Holmes, Jr., Associate Justice of the U.S. Supreme Court |
| 441. | Enthusiasm — the sustaining power of all great action. – Samuel Smiles, Scottish author and government reformer |
| 442. | Throw your heart over the fence and the rest will follow. – Norman Vincent Peale, American minister and author |
| 443. | Enthusiasm is the electricity of life. How do you get it? You act enthusiastic until you make it a habit. – Gordon Parks, American photographer |
| 444. | Enthusiasm is the mother of effort, and without it nothing great was ever achieved. – Ralph Waldo Emerson, American poet and philosopher |
| 445. | Enthusiasm is a volcano on whose top never grows the grass of hesitation. – Kahlil Gibran, Lebanese writer and artist |
| 446. | Success is the ability to go from failure to failure without losing your enthusiasm. – Winston Churchill, Prime Minister of England |
| 447. | Those who are fired with an enthusiastic idea and who allow it to take hold and dominate their thoughts find that new worlds open for them. As long as enthusiasm holds out, so will new opportunities. – Norman Vincent Peale, American minister and author |
| 448. | There is a real magic in enthusiasm. It spells the difference between mediocrity and accomplishment. – Norman Vincent Peale, American minister and author |
| 449. | Enthusiasm is the inspiration of everything great. Without it no man is to be feared, and with it none despised. – Christian Nestell Bovee, American writer |



Entelechy's Collection of Motivational Sayings

| | |
|------|---|
| 450. | A mediocre idea that generates enthusiasm will go further than a great idea that inspires no one. – Mary Kay Ash, founder of Mary Kay Cosmetics |
| 451. | Knowledge is power, but enthusiasm pulls the switch. – Ivern Ball, American writer and aphorist |
| 452. | He that is good for making excuses is seldom good for anything else. – Benjamin Franklin |
| 453. | Bad excuses are worse than none. – Thomas Fuller, English churchman and historian |
| 454. | He who excuses himself accuses himself. – Gabriel Meurier, French writer and lexicographer |
| 455. | Difficulty is the excuse history never accepts. – Edward R. Murrow, American broadcaster |
| 456. | We have forty million reasons for failure, but not a single excuse. – Rudyard Kipling, English journalist and poet |
| 457. | Excuses are the nails used to build a house of failure. – Don Wilder, author |
| 458. | If you don't want to do something, one excuse is as good as another. – Yiddish proverb |
| 459. | No one ever excused his way to success. – Dave Del Dotto, American real estate investor |
| 460. | For many people, an excuse is better than an achievement because an achievement, no matter how great, leaves you having to prove yourself again in the future, but an excuse can last for life. – Eric Hoffer, American author and philosopher |
| 461. | Sometimes, people use age as a convenient excuse. "I'm too old to start something new," or, "I couldn't learn that at my age." Other people, though, go on to achieve their greatest accomplishments in life in later years. – Catherine Pulsifer, American author |
| 462. | An excuse is worse and more terrible than a lie; for an excuse is a lie guarded. – Alexander Pope, English poet |
| 463. | Nothing is impossible; there are ways that lead to everything, and if we had sufficient will we should always have sufficient means. It is often merely for an excuse that we say things are impossible. – Francois La Rochefoucauld, French author |
| 464. | I attribute my success to this – I never gave or took any excuse. – Florence Nightingale, English social reformer and founder of modern nursing |
| 465. | People are always blaming their circumstances for what they are. I don't believe in circumstances. The people who get on in this world are the people who get up and look for the circumstances they want, and, if they can't find them, make them. – George Bernard Shaw, Irish playwright, critic, and political activist |
| 466. | Ninety-nine percent of failures come from people who have the habit of making excuses. – George W. Carver, American agricultural scientist and inventor |
| 467. | People with integrity do what they say they are going to do. Others have excuses. – Dr. Laura Schlessinger, American talk-radio host and author |
| 468. | A lost battle is a battle one thinks one has lost. – Ferdinand Foch, French General during the First World War |
| 469. | Do not look where you fell, but where you slipped. – African proverb |



Entelechy's Collection of Motivational Sayings

| | |
|------|--|
| 470. | If you can't make a mistake, you can't make anything. – Marva Collins, American educator |
| 471. | I don't know the key to success, but the key to failure is trying to please everybody. – Bill Cosby |
| 472. | It's not whether you get knocked down. It's whether you get up again. – Vince Lombardi, American football player, coach, and executive in the National Football League |
| 473. | There is always another chance... This thing called 'failure' is not falling down but staying down. – Mary Pickford, American Canadian film actress |
| 474. | Far better it is to dare mighty things, to win glorious triumphs even though checkered by failure, than to rank with those poor spirits who neither enjoy nor suffer much because they live in that gray twilight that knows neither victory nor defeat. – Theodore Roosevelt, former American President |
| 475. | Nobody makes a greater mistake than he who does nothing because he could only do a little. – Edmund Burke, Anglo-Irish statesman, author, and orator |
| 476. | If it fails, admit it frankly and try another. But above all, try something. – Franklin D. Roosevelt, former American President |
| 477. | Trying to grow up is hurting, you know. You make mistakes. You try to learn from them, and when you don't, it hurts even more. – Aretha Franklin, American singer-songwriter |
| 478. | It's okay to make mistakes. Mistakes are our teachers — they help us to learn. – John Bradshaw |
| 479. | The greatest mistake a man can ever make is to be afraid of making one. – Elbert Hubbard, American writer, publisher, artist, and philosopher |
| 480. | So, go ahead and make mistakes. Make all you can. Because that's where you will find success. On the far side of failure. – Thomas J. Watson, Sr., American industrialist who built the IBM Corporation |
| 481. | We learn wisdom from failure much more than from success; we often discover what will do, by finding out what will not do; and probably he who never make a mistake never made a discovery. – Samuel Smiles, Scottish author and government reformer |
| 482. | A life spent in making mistakes is not only more honorable but more useful than a life spent doing nothing. – George Bernard Shaw, Irish playwright, critic, and political activist |
| 483. | To avoid criticism, do nothing, say nothing, be nothing. – Elbert Hubbard, American writer, publisher, artist, and philosopher |
| 484. | It is much easier to be critical than to be correct. – Benjamin Disraeli, former British Prime Minister |
| 485. | There are two mistakes one can make along the road to truth – not going all the way, and not starting. – Buddha |
| 486. | An error doesn't become a mistake until you refuse to correct it. – O. A. Battista, Canadian-American chemist and author |
| 487. | I have made mistakes, but I never made the mistake of claiming that I never made one. – James Gordon Bennett, founder, editor, and publisher of the New York Herald |



Entelechy's Collection of Motivational Sayings

| | |
|------|--|
| 488. | Take chances, make mistakes. That's how you grow. Pain nourishes your courage. You have to fail in order to practice being brave. – Mary Tyler Moore, American actress |
| 489. | All men make mistakes, but only wise men learn from their mistakes. – Winston Churchill, former British Prime Minister |
| 490. | The way a man plays a game shows some of his character. The way he loses shows all of it. – Unknown |
| 491. | Many of life's failures are people who did not realize how close they were to success when they gave up. – Thomas Edison, American inventor |
| 492. | Our greatest glory is not in never failing, but in rising up every time we fail. – Ralph Waldo Emerson, American poet and philosopher |
| 493. | If you don't accept failure as a possibility, you don't set high goals, you don't branch out, you don't try – you don't take the risk. – Rosalynn Carter, former First Lady of the United States |
| 494. | For every failure, there's an alternative course of action. You just have to find it. When you come to a roadblock, take a detour. – Mary Kay Ash, founder of Mary Kay Cosmetics |
| 495. | There is no failure except in no longer trying. – Elbert Hubbard, American writer, publisher, artist, and philosopher |
| 496. | A man can fail many times, but he isn't a failure until he begins to blame somebody else. – John Burroughs, American naturalist and nature essayist |
| 497. | There are two kinds of failures: The man who will do nothing he is told, and the man who will do nothing else. – Perle Thompson, author and doctor |
| 498. | If you want to increase your success rate, double your failure rate. – Thomas Watson, Sr., American industrialist who built the IBM Corporation |
| 499. | Success is going from failure to failure without losing your enthusiasm. – Winston Churchill, former British Prime Minister |
| 500. | It is no sin to attempt and fail. The only sin is not to make the attempt. – Sue Ellen Fried, American writer |
| 501. | Failure is the opportunity to begin again more intelligently. – Henry Ford, founder of Ford Motor Company |
| 502. | 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 Hill, American author |
| 503. | I honestly think it is better to be a failure at something you love than to be a success at something you hate. – George Burns, American comedian, actor, and singer |
| 504. | Many people dream of success. To me, success can only be achieved through repeated failure and introspection. – Soichiro Honda, Founder of Honda Motor Company |
| 505. | Ninety-nine percent of the failures come from people who have the habit of making excuses. – George Washington Carver, American agricultural scientist |
| 506. | No one ever won a chess game by betting on each move. Sometimes you have to move backward to get a step forward. – Amar Gopal Bose, founder of Bose Corporation |



Entelechy's Collection of Motivational Sayings

| | |
|------|--|
| 507. | He was a self-made man who owed his lack of success to nobody. – Joseph Heller, American author |
| 508. | Failure is the tuition you pay for success. – Walter Brunell, author |
| 509. | I know fear is an obstacle for some people, but it is an illusion to me...Failure always made me try harder next time. – Michael Jordan, American basketball player |
| 510. | Who has never tasted what is bitter does not know what is sweet. – German proverb |
| 511. | Failure is the condiment that gives success its flavor. – Truman Capote, American novelist |
| 512. | There is something good in all seeming failures. You are not to see that now. Time will reveal it. Be patient. – Sri Swami Sivananda, Hindu spiritual teacher |
| 513. | The reason most people never reach their goals is that they don't define them, or ever seriously consider them as believable or achievable. Winners can tell you where they are going, what they plan to do along the way, and who will be sharing the adventure with them. – Denis Waitley, American motivational speaker |
| 514. | You don't have to be a fantastic hero to do certain things – to compete. You can be just an ordinary chap, sufficiently motivated to reach challenging goals. – Edmund Hillary, New Zealand mountaineer |
| 515. | Our goals can only be reached through a vehicle of a plan, in which we must fervently believe, and upon which we must vigorously act. There is no other route to success. – Stephen A. Brennan, former United States District Judge |
| 516. | When we are motivated by goals that have deep meaning, by dreams that need completion, by pure love that needs expressing, then we truly live life. – Greg Anderson, American personal trainer |
| 517. | Without goals, and plans to reach them, you are like a ship that has set sail with no destination. – Fitzhugh Dodson, American clinical psychologist |
| 518. | I feel that the most important step in any major accomplishment is setting a specific goal. This enables you to keep your mind focused on your goal and off the many obstacles that will arise when you're striving to do your best. – Kurt Thomas, American basketball player |
| 519. | Life's up and downs provide windows of opportunity to determine your values and goals. Think of using all obstacles as steppingstones to build the life you want. – Marsha Sinetar, author |
| 520. | In life, as in football, you won't go far unless you know where the goalposts are. – Arnold H. Glasgow, American businessman and author |
| 521. | Goals are dreams with deadlines. – Diana Scharf Hunt, American author |
| 522. | Never look down to test the ground before taking your next step; only he who keeps his eye fixed on the far horizon will find his right road. – Dag Hammarskjold, Swedish economist |
| 523. | You must have long term goals to keep you from being frustrated by short term failures. – Charles C. Noble, American Major General and engineer |
| 524. | Obstacles are those frightful things you see when you take your eyes off your goals. – Sydney Smith, English writer and Anglican cleric |



Entelechy's Collection of Motivational Sayings

525. My philosophy of life is that if we make up our mind what we are going to make of our lives, then work hard toward that goal, we never lose – somehow, we win out – Ronald Reagan, former American President
526. Our plans miscarry because they have no aim. When a man does not know what harbor he is making for, no wind is the right wind. – Seneca, Roman philosopher
527. Man is a goal seeking animal. His life only has meaning if he is reaching out and striving for his goals. – Aristotle
528. If you're bored with life — you don't get up every morning with a burning desire to do things — you don't have enough goals. – Lou Holtz, American football player and coach
529. If one advances confidently in the direction of his dreams, and endeavors to live the life which he has imagined, he will meet with a success unexpected in common hours. – Henry David Thoreau, American poet
530. You can't hit a home run unless you step up to the plate. You can't catch a fish unless you put your line in the water. You can't reach your goals if you don't try. – Kathy Seligman, journalist and author
531. Crystallize your goals. Make a plan for achieving them and set yourself a deadline. Then, with supreme confidence, determination and disregard for obstacles and other people's criticisms carry out your plan. – Paul Meyer, author
532. The trouble with not having a goal is that you can spend your life running up and down the field and never score. – Bill Copeland
533. Goals are not only absolutely necessary to motivate us. They are essential to really keep us alive. – Robert H. Schuller, American televangelist
534. If you have a goal in life that takes a lot of energy, that requires a lot of work, that incurs a great deal of interest and that is a challenge to you, you will always look forward to waking up to see what the new day brings. – Susan Polis Schultz, American poet
535. You have to set goals that are almost out of reach. If you set a goal that is attainable without much work or thought, you are stuck with something below your true talent and potential. – Steve Garvey, former American professional baseball player
536. Choosing a goal and sticking to it changes everything. – Scott Reed, film producer
537. The tragedy of life doesn't lie in not reaching your goal. The tragedy lies in having no goals to reach. – Benjamin Mays, American Baptist minister and civil rights leader
538. Goals determine what you're going to be. – Julius Erving, former American basketball player
539. Think little goals and expect little achievements. Think big goals and win big success. – David Joseph Schwartz, American motivational writer and coach
540. Progress has little to do with speed, but much to do with direction. – Unknown
541. Whoever wants to reach a distant goal must take small steps. – Helmut Schmidt, Former Chancellor of Germany
542. To achieve happiness, we should make certain that we are never without an important goal. – Earl Nightingale, American author



Entelechy's Collection of Motivational Sayings

| | |
|------|---|
| 543. | The world makes way for the man who knows where he is going. – Ralph Waldo Emerson, American poet and philosopher |
| 544. | When you determine what you want, you have made the most important decision in your life. You have to know what you want in order to attain it. – Douglas Lurgan, author |
| 545. | Great minds have purposes, others have dreams. – Washington Irving, American short story writer |
| 546. | You measure the size of the accomplishment by the obstacles you had to overcome to reach your goals. – Booker T. Washington, American educator, author, and orator |
| 547. | I learned that if you want to make it bad enough, no matter how bad it is, you can make it. – Gale Sayers, former professional American football player |
| 548. | The most important thing about goals is having one. – Geoffrey F. Abert, author |
| 549. | It takes a person with a mission to succeed. – Clarence Thomas, American judge, lawyer, and government official |
| 550. | Set your goals high, and don't stop till you get there. – Bo Jackson, former American baseball and football player |
| 551. | Be sure to take the most direct route to your dreams. Never take your eyes off your goal, or you will lose course. Never look back in sorrow, or you will trip. – Submitted by Joe Brown, entertainer |
| 552. | Success is the progressive realization of a worthy goal or ideal. – Earl Nightingale, American author |
| 553. | Goals help focus you on areas in both your personal and professional life that are important and meaningful, rather than being guided by what other people want you to be, do, or accomplish. – Catherine Pulsifer, American author |
| 554. | Your goals are the road maps that guide you and show you what is possible for your life. – Les Brown, American author and motivational speaker |
| 555. | First say to yourself what you would be; and then do what you have to do. – Epictetus |
| 556. | What you get by achieving your goals is not as important as what you become by achieving your goals. – Zig Ziglar, motivational speaker and author |
| 557. | The great thing in this world is not so much where we are, but in what direction we are moving. – Oliver Wendell Holmes, American poet |
| 558. | By losing your goal, you have lost your way. – Friedrich Nietzsche, German philosopher |
| 559. | You have to know what you want to get. – Gertrude Stein, American novelist and poet |
| 560. | You've got to be very careful if you don't know where you are going, because you might not get there. – Yogi Berra, former American professional baseball player, coach, and manager |
| 561. | People with goals succeed because they know where they're going. – Earl Nightingale, American author |
| 562. | It doesn't matter where you are coming from. All that matters is where you are going. – Brian Tracy, American Canadian motivational speaker |



Entelechy's Collection of Motivational Sayings

| | |
|------|---|
| 563. | Shoot for the moon, even if you miss, you'll land amongst the stars. – Les Brown, American author and motivational speaker |
| 564. | The unfortunate aspect about living life without your own goals is that you may very well reach a point in your life where you will wonder, 'what would have happened if I had only done...' – Catherine Pulsifer, American author |
| 565. | Do it now. You become successful the moment you start moving toward a worthwhile goal. – Unknown |
| 566. | Happiness is not in our circumstances but in ourselves. It is not something we see, like a rainbow, or feel, like the heat of a fire. Happiness is something we are. – John B. Sheerin, author |
| 567. | The pursuit of happiness is a most ridiculous phrase: If you pursue happiness, you'll never find it. – C.P. Snow, novelist and English physical chemist |
| 568. | Happiness is more a state of health than of wealth. – Frank Tyger, editorial cartoonist and columnist |
| 569. | Giving of yourself, learning to be tolerant, giving recognition and approval to others, remaining flexible enough to mature and learn – yields happiness, harmony, contentment and productivity. These are the qualities of a rich life, the bounteous harvest of getting along with people. – Jack C. Yewell, writer |
| 570. | Three grand essentials to happiness in this life are something to do, something to love and something to hope for. – Joseph Addison, English essayist, poet, playwright, and politician |
| 571. | If you have nothing else to do, look about you and see if there isn't something close at hand that you can improve! It may make you wealthy, though it is more likely that it will make you happy. – George Matthew Adams, American newspaper columnist |
| 572. | Happiness is a perfume you cannot pour on others without getting a few drops on yourself. – Ralph Waldo Emerson, American poet and philosopher |
| 573. | May we never let the things we can't have, or don't have, or shouldn't have, spoil our enjoyment of the things we do have and can have. As we value our happiness let us not forget it, for one of the greatest lessons in life is learning to be happy without the things we cannot or should not have. – Richard L. Evans, writer |
| 574. | Happiness is the only good. The time to be happy is now. The place to be happy is here. The way to be happy is to make others so. – Robert G. Ingersoll, American writer |
| 575. | Thousands of candles can be lighted from a single candle, and the life of the candle will not be shortened. Happiness never decreases by being shared. – Buddha |
| 576. | Happiness is not a destination. It is a method of life. – Burton Hills, author |
| 577. | There are two types of people in this world, good and bad. The good sleep better, but the bad seem to enjoy the waking hours much more. – Woody Allen, American director, writer, actor, and comedian |
| 578. | Those who have easy, cheerful attitudes tend to be happier than those with less pleasant temperaments, regardless of money, 'making it,' or success. – Dr. Joyce Brothers, American psychologist, television personality, and columnist |



Entelechy's Collection of Motivational Sayings

| | |
|------|---|
| 579. | The search for happiness is one of the chief sources of unhappiness. – Eric Hoffer, American author and philosopher |
| 580. | It's pretty hard to tell what does bring happiness. Poverty and wealth have both failed. – Kin Hubbard, American cartoonist |
| 581. | When one door of happiness closes, another opens; but often we look so long at the closed door that we do not see the one that has been opened for us. – Helen Keller, American author, political activist, and lecturer |
| 582. | There is no point to samba if it doesn't make you smile. – Alma Guillermoprieto, Mexican journalist |
| 583. | Life is to be fortified by many friendships. To love and to be loved is the greatest happiness of existence. – Sydney Smith, English writer and Anglican cleric |
| 584. | Did you ever see an unhappy horse? Did you ever see bird that had the blues? One reason why birds and horses are not unhappy is because they are not trying to impress other birds and horses. – Dale Carnegie, American writer |
| 585. | Many people think that if they were only in some other place, or had some other job, they would be happy. Well, that is doubtful. So, get as much happiness out of what you are doing as you can and don't put off being happy until some future date. – Dale Carnegie, American writer |
| 586. | Prosperity is living easily and happily in the real world, whether you have money or not. – Jerry Gellis, America author |
| 587. | It is not the place, nor the condition, but the mind alone that can make anyone happy or miserable. – Roger L'Estrange, English author |
| 588. | You have succeeded in life when all you really want is only what you really need. – Vernon Howard, American spiritual teacher and author |
| 589. | We are more interested in making others believe we are happy than in trying to be happy ourselves. – Francois Duc de la Rochefoucauld, French author |
| 590. | Happiness cannot be traveled to, owned, earned, worn or consumed. Happiness is the spiritual experience of living every minute with love, grace and gratitude. – Denis Waitley, American motivational speaker |
| 591. | Happiness will never come to those who fail to appreciate what they already have. – Unknown |
| 592. | Happiness is in the heart, not in the circumstances. – Unknown |
| 593. | Real happiness comes from inside. Nobody can give it to you. – Sharon Stone, American actress |
| 594. | Happiness is the art of learning how to get joy from your substance. – Jim Rohn, author and motivational speaker |
| 595. | It doesn't get any better than this. – Unknown |
| 596. | The happiness of your life depends on the quality of your thoughts. – Marcus A. Antoninus, Roman emperor |



Entelechy's Collection of Motivational Sayings

| | |
|------|--|
| 597. | The foolish man seeks happiness in the distance, the wise grows it under his feet. – J. Robert Oppenheimer, American theoretical physicist and professor |
| 598. | Men take only their needs into consideration, never their abilities. – Napoleon Bonaparte, French statesman and military leader |
| 599. | Start living now. Stop saving the good china for that special occasion. Stop withholding your love until that special person materializes. Every day you are alive is a special occasion. Every minute, every breath, is a gift from God. – Mary Manin Morrissey, life coach, author, and motivational speaker |
| 600. | You've got to sing like you don't need the money, love like you'll never get hurt. You've got to dance like no one is watching. It's gotta come from the heart, if you want it to work. – Susannah Clark, American artist |
| 601. | The consciousness of loving and being loved brings a warmth and richness to life that nothing else can bring. – Oscar Wilde, Irish poet |
| 602. | Life is a succession of lessons which must be lived to be understood. – Thomas Carlyle, Scottish philosopher |
| 603. | Nor has he spent his life badly who has passed it in privacy. – Cicero, Roman philosopher |
| 604. | The art of life is to know how to enjoy a little and to endure very much. – William Hazlitt, English essayist |
| 605. | Life is either a daring adventure or nothing. Security is mostly a superstition. It does not exist in nature. – Helen Keller, American author, political activist, and lecturer |
| 606. | Life's more amusing than we thought. – Andrew Lang, Scottish poet |
| 607. | As is a tale, so is life: not how long it is, but how good it is, is what matters. – Seneca, Roman philosopher |
| 608. | Don't be afraid your life will end; be afraid that it will never begin. – Grace Hansen, author |
| 609. | Do not take life too seriously. You will never get out of it alive. – Elbert Hubbard, American writer, publisher, artist, and philosopher |
| 610. | Death is more universal than life; everyone dies but not everyone lives. – Andrew Sachs, British-German actor |
| 611. | Life is partly what we make it, and partly what it is made by the friends we choose. – Tehyi Hsieh, author |
| 612. | Life without love is a shadow of things that might be. – Unknown |
| 613. | Some people are so afraid to die that they never begin to live. – Henry Van Dyke, American author, educator, and clergyman |
| 614. | Live all you can; it's a mistake not to. It doesn't so much matter what you do in particular, so long as you have your life. If you haven't had that, what have you had? – Henry James, American-British author |
| 615. | Find a purpose in life so big it will challenge every capacity to be at your best. – David O. McKay, American author |



Entelechy's Collection of Motivational Sayings

| | |
|------|--|
| 616. | Life is a tragedy for those who feel, and a comedy for those who think. – Jean de la Bruyere |
| 617. | Your living is determined not so much by what life brings to you as by what you bring to life. – John Homer Miller, author |
| 618. | Live not one's life as though one had a thousand years but live each day as the last. – Marcus Aurelius Antoninus, Roman emperor |
| 619. | Destiny is not a matter of chance; it is a matter of choice. It is not a thing to be waited for; it is a thing to be achieved. – William Jennings Bryan, American politician |
| 620. | Here is the test to find whether your mission on earth is finished: If you're alive, it isn't. – Richard Bach, American writer |
| 621. | Motivation is what gets you started. Habit is what keeps you going. – Jim Ryun, track and field athlete |
| 622. | People often say that motivation doesn't last. Well, neither does bathing – that's why we recommend it daily. – Zig Ziglar, motivational speaker and author |
| 623. | In my experience, there is only one motivation, and that is desire. No reasons or principle contain it or stand against it. – Jane Smiley, American novelist |
| 624. | Motivation is a fire from within. If someone else tries to light that fire under you, chances are it will burn very briefly. – Stephen R. Covey, author |
| 625. | Motivation comes from within. – Unknown |
| 626. | Strong lives are motivated by dynamic purposes. – Kenneth Hildebrand, author |
| 627. | People who are unable to motivate themselves must be content with mediocrity, no matter how impressive their other talents. – Andrew Carnegie, Scottish-American business magnate |
| 628. | Be miserable. Or motivate yourself. Whatever has to be done, it's always your choice. – Wayne Dyer, American author |
| 629. | Desire is the starting point of all achievement, not a hope, not a wish, but a keen pulsating desire which transcends everything. – Napoleon Hill, American author |
| 630. | People become really quite remarkable when they start thinking that they can do things. When they believe in themselves, they have the first secret of success. – Norman Vincent Peale, American minister and author |
| 631. | You have a very powerful mind that can make anything happen as long as you keep yourself centered. – Dr. Wayne W. Dyer, American self-help author and a motivational speaker |
| 632. | Men take only their needs into consideration, never their abilities. – Napoleon Bonaparte, French statesman and military leader |
| 633. | Opportunities? They are all around us...There is power living latent everywhere waiting for the observant eye to discover it. – Orison Swett Marden, American author |
| 634. | Learn to smile at every situation. See it as an opportunity to prove your strength and ability. – Contributed by Joe Brown, entertainer |
| 635. | In the middle of difficulty lies opportunity. – Albert Einstein |



Entelechy's Collection of Motivational Sayings

| | |
|------|--|
| 636. | There is no security on this earth, there is only opportunity. – General Douglas MacArthur |
| 637. | Opportunity is missed by most people because it is dressed in overalls and looks like work. – Thomas Edison, American inventor |
| 638. | If opportunity doesn't knock, build a door. – Milton Berle, American comedian and actor |
| 639. | Opportunity dances with those who are ready on the dance floor. – H. Jackson Brown Jr., author |
| 640. | Don't wait for extraordinary circumstance to do good; try to use ordinary situations. – Charles Richter, American seismologist |
| 641. | Do what you can, with what you have, where you are. – Theodore Roosevelt, former American President |
| 642. | Too many people are thinking of security instead of opportunity. They seem more afraid of life than death. – James F. Byrnes, former governor of South Carolina |
| 643. | The pessimist sees difficulty in every opportunity. The optimist sees the opportunity in every difficulty. – Winston Churchill, former British Prime Minister |
| 644. | I always tried to turn every disaster into an opportunity. – John D. Rockefeller, Jr., American financier |
| 645. | Accept yourself as you are. Otherwise you will never see opportunity. You will not feel free to move toward it; you will feel you are not deserving. – Maxwell Maltz, American author |
| 646. | If you view all the things that happen to you, both good and bad, as opportunities, then you operate out of a higher level of consciousness. – Les Brown, entertainer |
| 647. | It is better to be prepared for an opportunity and not have one, than to have an opportunity and not be prepared. – Whitney Young, Jr., American civil rights leader |
| 648. | Look for opportunity. You can't wait for it to knock on the door...you might not be home. – Jinger Heath, author |
| 649. | Small opportunities are often the beginning of great enterprises. – Demosthenes, Greek statesman |
| 650. | A wise man will make more opportunities than he finds. – Francis Bacon, Lord Chancellor of England |
| 651. | Nowadays some people expect the door of opportunity to be opened with a remote control. – Charles Wheeler, British journalist and broadcaster |
| 652. | Some men go through a forest and see no firewood. – English proverb |
| 653. | It is no disgrace to start all over. It is usually an opportunity. – George Matthew Adams, American columnist |
| 654. | When written in Chinese, the word 'crisis' is composed of two characters — one represents danger, and the other represents opportunity. – John F. Kennedy, former American President |
| 655. | The sad truth is that opportunity doesn't knock twice. You can put things off until tomorrow but tomorrow may never come. Where will you be a few years down the line. Will it be everything |



Entelechy's Collection of Motivational Sayings

| | |
|------|---|
| | you dreamed of. We seal our fate with the choices we take, but don't give a second thought to the chances we take. – Gloria Estefan, American singer-songwriter |
| 656. | Opportunities are usually disguised as hard work, so most people don't recognize them. – Ann Landers, American columnist |
| 657. | Many an opportunity is lost because a man is out looking for four-leaf clovers. – Unknown |
| 658. | The difference between perseverance and obstinacy is that one often comes from a strong will, and the other from a strong won't. – Henry Ward Beecher, American minister |
| 659. | The greatest results in life are usually attained by simple means and the exercise of ordinary qualities. These may for the most part be summed up in these two - common sense and perseverance. – Owen Feltham, English writer |
| 660. | Water continually dropping will wear hard rocks hollow. – Plutarch, Greek-Roman biographer |
| 661. | God helps those who persevere. – The Koran |
| 662. | The will to persevere is often the difference between failure and success. – David Sarnoff, pioneer of American radio and television |
| 663. | Perseverance is not a long race; it is many short races one after another. – Walter Elliott, American Roman Catholic priest |
| 664. | Persistence is to the character of man as carbon is to steel. – Napoleon Hill, American author |
| 665. | Try not to do too many things at once. Know what you want, the number one thing today and tomorrow. Persevere and get it done. – George Allen, former American football coach |
| 666. | Most of the important things in the world have been accomplished by people who have kept on trying when there seemed to be no help at all. – Dale Carnegie, American writer |
| 667. | You may have to fight a battle more than once to win it. – Margaret Thatcher, former British Prime Minister |
| 668. | Water continually dropping will wear hard rocks hollow. – Plutarch, Roman-Greek biographer |
| 669. | Patience and perseverance have a magical effect before which difficulties disappear and obstacles vanish. – John Quincy Adams, former American President |
| 670. | Great works are performed not by strength but by perseverance. – Samuel Johnson, English writer, poet, and playwright |
| 671. | Most people give up just when they're about to achieve success. They quit on the one-yard line. They give up at the last minute of the game, one foot from a winning touchdown. – H. Ross Perot, American business magnate |
| 672. | A jug fills drop by drop. – Buddha |
| 673. | If you want to get somewhere you have to know where you want to go and how to get there. Then never, never, never give up. – Norman Vincent Peale, American minister and author |
| 674. | I'm proof that great things can happen to ordinary people if they work hard and never give up. – Orel Herhiser, former professional baseball pitcher |
| 675. | How long should you try? Until. – Jim Rohn, American entrepreneur |



Entelechy's Collection of Motivational Sayings

| | |
|------|---|
| 676. | Perseverance is a great element of success; if you only knock long enough and loud enough at the gate you are sure to wake up somebody. – Henry Wadsworth Longfellow, American poet |
| 677. | Perseverance allows you to get back on track when you hit a detour. – Catherine Pulsifer, American author |
| 678. | We can do anything we want to do if we stick to it long enough. – Helen Keller, American author, political activist, and lecturer |
| 679. | Perseverance is failing nineteen times and succeeding the twentieth. – Julie Andrews, English singer and actress |
| 680. | Men are born to succeed, not fail. – Henry David Thoreau, American poet |
| 681. | Nothing happens until I make it happen. – Contributed by Scott Wilson, actor |
| 682. | That some achieve great success, is proof to all that others can achieve it as well. – Abraham Lincoln, former American President |
| 683. | People seldom see the halting and painful steps by which the most insignificant success is achieved. – Anne Sullivan, teacher and companion of Helen Keller |
| 684. | The dictionary is the only place where success comes before work. – Mark Twain, American writer |
| 685. | Do not let what you cannot do interfere with what you can do. – John Wooden, American college basketball coach |
| 686. | Ones best success comes after their greatest disappointments. – Henry Ward Beecher, American minister |
| 687. | It's simply a matter of doing what you do best and not worrying about what the other fellow is going to do. – John R. Amos, author |
| 688. | There is only one success – to be able to spend your life in your own way. – Christopher Morley, American journalist |
| 689. | What would you attempt to do if you knew you would not fail? – Robert Schuller, American Christian televangelist, pastor, motivational speaker, and author |
| 690. | Success seems to be largely a matter of hanging on after others have let go. – William Feather, American publisher |
| 691. | The gent who wakes up and finds himself a success hasn't been asleep. – Wilson Mizner, American playwright, raconteur, and entrepreneur |
| 692. | Success usually comes to those who are too busy to be looking for it. – Henry David Thoreau, American poet |
| 693. | Success is the sum of small efforts, repeated day in and day out. – Robert Collier, American self-help author |
| 694. | Just don't give up trying to do what you really want to do. Where there is love and inspiration, I don't think you can go wrong. – Ella Fitzgerald, American singer |



Entelechy's Collection of Motivational Sayings

| | |
|------|---|
| 695. | Success is not the key to happiness. Happiness is the key to success. If you love what you are doing, you will be successful. – Albert Schweitzer, theologian |
| 696. | Do a little more each day than you think you possibly can. – Lowell Thomas, writer |
| 697. | People rarely succeed unless they have fun in what they are doing. – Dale Carnegie, American writer |
| 698. | Success is never wondering what if. – Karrie Huffman |
| 699. | It takes 20 years to make an overnight success. – Eddie Cantor, comedian |
| 700. | Success is getting what you want, and happiness is wanting what you get. – Dave Gardner, sports agent |
| 701. | The first and most important step toward success is the feeling that we can succeed. – Nelson Boswell, author |
| 702. | Time stays long enough for anyone who will use it. – Leonardo Da Vinci, Italian Renaissance artist, sculptor, inventor, and mathematician |
| 703. | One realizes the full importance of time only when there is little left of it. Every man's greatest capital asset is his unexpired years of productive life. – P.W. Litchfield, founder of Goodyear Tire and Rubber |
| 704. | Many of us spend half our time wishing for things we could have if we didn't spend half our time wishing. – Alexander Woollcott, American critic |
| 705. | Time heals what reason cannot. – Seneca, Roman philosopher |
| 706. | Nothing is a waste of time if you use the experience wisely. – Auguste Rodin, French sculptor |
| 707. | Time is a great teacher, but unfortunately it kills all its pupils. – Hector Berlioz, French composer |
| 708. | Don't say you don't have enough time. You have exactly the same number of hours per day that were given to Helen Keller, Pasteur, Michelangelo, Mother Teresa, Leonardo da Vinci, Thomas Jefferson, and Albert Einstein. – H. Jackson Brown, author |
| 709. | You will never find time for anything. If you want time you must make it. – Charles Buxton, English philanthropist |
| 710. | It is never too late to be what you might have been. – George Eliot, novelist |
| 711. | It takes time to build a castle. – Irish proverb |
| 712. | A minute now is better than a minute later. – Unknown |
| 713. | Today is the tomorrow we worried about yesterday. – Unknown |
| 714. | One thing you can't recycle is wasted time. – Unknown |
| 715. | You may delay, but time will not. – Benjamin Franklin |
| 716. | Half our life is spent trying to find something to do with the time we have rushed through life trying to save. – Will Rogers, actor |



Entelechy's Collection of Motivational Sayings

| | |
|------|---|
| 717. | Just as you began to feel that you could make good use of time, there was no time left to you. – Lisa Alther, author |
| 718. | Time is the most valuable thing a man can spend. – Diogenes Laetius, biographer of the Greek philosophers |
| 719. | The value of life lies not in the length of days, but in the use, we make of them ... – Michel de Montaigne, philosopher |
| 720. | Time is really the only capital that any human being has, and the only thing he can't afford to lose. – Thomas Edison, American inventor |
| 721. | We must use time as a tool, not as a crutch. – John F. Kennedy, former American President |
| 722. | Nothing is worth more than this day. – Goethe, German poet, novelist and scientist |
| 723. | If you want to make good use of your time, you've got to know what's most important and then give it all you've got. – Lee Iacocca, American automobile executive |
| 724. | One today is worth two tomorrows. – Benjamin Franklin |
| 725. | Every morning you are handed 24 golden hours. They are one of the few things in this world that you get free of charge. If you had all the money in the world, you couldn't buy an extra hour. What will you do with this priceless treasure? – Unknown |
| 726. | Don't be fooled by the calendar. There are only as many days in the year as you make use of. One man gets only a week's value out of a year while another man gets a full year's value out of a week. – Charles Richards, author |
| 727. | Being in charge doesn't automatically mean you know what's going on. – General Tommy Franks, United States Army |
| 728. | If a trooper comes to you with a problem, remember this: It's your problem, and it's my problem. We're not going to lose good soldiers because we don't give a rat's ass about them as people. – General Tommy Franks, United States Army |
| 729. | You don't manage a group of soldiers up a hill under fire; you lead them. – General Tommy Franks, United States Army |
| 730. | I began with the idea that there is always a better way to do things, and that, contrary to tradition, the crew's insights might be more profound than even the captain's. – Captain Mike Abrashoff, USS Benfold |
| 731. | However, the economy is doing, a challenge for leaders in the 21st century is attracting and retaining not just employees, but the best employees – and more important, how to motivate them so they work with passion, energy, and enthusiasm. – Captain Mike Abrashoff, USS Benfold |
| 732. | Whenever I could not get the results I wanted, ... I asked myself three questions: <ol style="list-style-type: none">1. Did I clearly articulate the goals?2. Did I give enough time and resources to accomplish the task?3. Did I give enough training? – Captain Mike Abrashoff, USS Benfold |



Entelechy's Collection of Motivational Sayings

| | |
|------|--|
| 733. | Treat every encounter with every person on the ship as the most important thing at that moment. – Captain Mike Abrashoff, USS Benfold |
| 734. | See the ship through the crew's eyes. – Captain Mike Abrashoff, USS Benfold |
| 735. | Whenever I got a good suggestion, I hit the button [on the public-address system] and told the whole ship about it. The turnaround time for launching a good idea was about five minutes. – Captain Mike Abrashoff, USS Benfold |
| 736. | The only way I can create the right climate is to tell every sailor, in person, that this is the climate I want to create. – Captain Mike Abrashoff, USS Benfold |
| 737. | Make your crew think, 'We can do anything.' – Captain Mike Abrashoff, USS Benfold |
| 738. | Trust: You have to earn it, and you earn trust only by giving it. – Captain Mike Abrashoff, USS Benfold |
| 739. | In today's fast-paced world, rules should be treated as guidelines, not immutable laws, unless they truly are critical. – Captain Mike Abrashoff, USS Benfold |
| 740. | As captain, I was charged with enforcing 225 years of accumulated Navy regulations, policies, and procedures. But every last one of those rules was up for negotiation whenever my people came up with a better way of doing things. – Captain Mike Abrashoff, USS Benfold |
| 741. | Nurture the freedom to fail. – Captain Mike Abrashoff, USS Benfold |
| 742. | Good ideas are where you find them. Every leader needs big ears. – Captain Mike Abrashoff, USS Benfold |
| 743. | If all you give are orders, then all you will get are order-takers. – Captain Mike Abrashoff, USS Benfold |
| 744. | I realized, first-hand, the power of information: those that have it prosper; those that don't, wither. – Captain Mike Abrashoff, USS Benfold |
| 745. | Sometimes a solution is so simple and so apparent that we ignore it. That's a big mistake. – Captain Mike Abrashoff, USS Benfold |
| 746. | Show me a manager who ignores the power of praise and I will show you a lousy manager. – Captain Mike Abrashoff, USS Benfold |
| 747. | Positive, personal reinforcement is the essence of effective leadership. – Captain Mike Abrashoff, USS Benfold |
| 748. | Build up your bosses. I aimed to be the consummate team player, a loyal servant to harassed bosses, whose needs I would anticipate before they even realized they had them. – Captain Mike Abrashoff, USS Benfold |
| 749. | Forget diversity. Train for unity. – Captain Mike Abrashoff, USS Benfold |
| 750. | Managers are people who do things right, while leaders are people who do the right thing. – Dr. Warren Bennis, American scholar, organizational consultant, and author |
| 751. | In leadership, character counts. – Dr. Warren Bennis, American scholar, organizational consultant, and author |



Entelechy's Collection of Motivational Sayings

| | |
|------|---|
| 752. | The very factors that make a person a great leader are the same ones that make him or her a successful, healthy human being. – Dr. Warren Bennis, American scholar, organizational consultant, and author |
| 753. | The manager asks how and when; the leader asks what and why. – Dr. Warren Bennis, American scholar, organizational consultant, and author |
| 754. | Failing organizations are usually over-managed and under-led. – Dr. Warren Bennis, American scholar, organizational consultant, and author |
| 755. | Leadership is the wise use of power. Power is the capacity to translate intention into reality and sustain it. – Dr. Warren Bennis, American scholar, organizational consultant, and author |
| 756. | The most dangerous leadership myth is that leaders are born — that there is a genetic factor to leadership. This myth asserts that people simply either have certain charismatic qualities or not. That's nonsense; in fact, the opposite is true. Leaders are made rather than born. – Dr. Warren Bennis, American scholar, organizational consultant, and author |
| 757. | No leader sets out to be a leader. People set out to live their lives, expressing themselves fully. When that expression is of value, they become leaders. So, the point is not to become a leader. The point is to become yourself, to use yourself completely – all your skills, gifts and energies – in order to make your vision manifest. You must withhold nothing. You must, in sum, become the person you started out to be, and to enjoy the process of becoming. – Dr. Warren Bennis, American scholar, organizational consultant, and author |
| 758. | Leaders must encourage their organizations to dance to forms of music yet to be heard. – Dr. Warren Bennis, American scholar, organizational consultant, and author |
| 759. | Trust is the lubrication that makes it possible for organizations to work. – Dr. Warren Bennis, American scholar, organizational consultant, and author |
| 760. | There are two ways of being creative. One can sing and dance. Or, one can create an environment in which singers and dancers flourish. – Dr. Warren Bennis, American scholar, organizational consultant, and author |
| 761. | Whenever I experience any kind of setbacks, I always pick myself up and try again. The amount of time that people waste on failures, rather than putting that energy into another project, always amazes me. – Sir Richard Branson, British business magnate |
| 762. | Our first priority should be the people who work for the companies, then the customers, then the shareholders. Because if the staff are motivated then the customers will be happy, and the shareholders will then benefit through the company's success. – Sir Richard Branson, British business magnate |
| 763. | I don't think of work as work and play as play. It's all living. – Sir Richard Branson, British business magnate |
| 764. | I believe in benevolent dictatorship provided I am the dictator. – Sir Richard Branson, British business magnate |
| 765. | One of the sad realities of big business is that often people tend to forget the bit about making decisions, which is why so many large companies seem to suffer from inertia. – Sir Richard Branson, British business magnate |



Entelechy's Collection of Motivational Sayings

| | |
|------|---|
| 766. | My biggest motivation? Just to keep challenging myself. I see life almost like one long University education that I never had — every day I'm learning something new. — Sir Richard Branson, British business magnate |
| 767. | You have to decide what your highest priorities are and have the courage — pleasantly, smilingly, non-apologetically — to say 'no' to other things. |
| 768. | The enemy of the 'best' is often the 'good.' |
| 769. | We simply assume that the way we see things is the way they really are or the way they should be. And our attitudes and behaviors grow out of these assumptions. |
| 770. | If you want to make minor improvements, work on behavior and attitudes. If you want to make quantum improvements, work on paradigms. A paradigm is like a mental model, an assumption, or a map. |
| 771. | Effective people are not problem-minded; they're opportunity-minded. They feed opportunities and starve problems. |
| 772. | How different our lives are when we really know what is deeply important to us, and keeping that picture in mind, we manage ourselves each day to be and to do what really matters most. |
| 773. | Basing our happiness on our ability to control everything is futile. |
| 774. | Dependent people need others to get what they want. Independent people can get what they want through their own efforts. Interdependent people combine their own efforts with the efforts of others to achieve their greatest success. |
| 775. | Without involvement, there is no commitment. Mark it down, asterisk it, circle it, underline it: No involvement, no commitment. |
| 776. | People play differently when they're keeping score. |
| 777. | To achieve goals you've never achieved before, you need to start doing things you've never done before. |
| 778. | Leadership is a choice; not a position. |
| 779. | Leadership is communicating people's worth and potential so clearly that they are inspired to see it in themselves. |
| 780. | The way we see the problem is the problem. |
| 781. | Be patient with yourself. Self-growth is tender; it's holy ground. There's no greater investment. |
| 782. | The pure and simple truth is rarely pure and never simple. — Oscar Wilde, Irish poet |
| 783. | If a man has any greatness in him, it comes to light, not in one flamboyant hour, but in the ledger of his daily work. — Beryl Markham, English adventurer and author |
| 784. | It's not what you don't know that hurts you. It's what you know that just isn't so. — Satchel Paige, former American baseball player |
| 785. | People in enterprise [and] in government, are by and large well intentioned. They'd like to get things done. To be of service to others. But they're thwarted at every step of the way by absurd organizational barriers and by the egos of petty tyrants (be they corporate middle |



Entelechy's Collection of Motivational Sayings

| | |
|------|--|
| | managers, or army colonels, or school superintendents). – Tom Peters, American business management writer |
| 786. | Those who hunker down...and try to make their product or service 'a little bit better than it was yesterday'...are doomed. Too much is happening too quickly for the tinkerer to succeed. – Tom Peters, American business management writer |
| 787. | Only those who play hard – and who try any damned thing that comes to mind, as long as it's crazy enough to possibly change the world — are likely to survive. – Tom Peters, American business management writer |
| 788. | Over and over I have discovered that the people in the bizworld who are most successful and happiest are the...people whom you always like the most, the ones who are most passionate from 9 to 5, or 8 to 10, or whatever their hours. They are the ones who are the most generous with their knowledge, their address book, and their compassion. – Tim Sanders former VP Yahoo and author of Love is the Killer App |
| 789. | How we are perceived as human beings is becoming increasingly important in the new economy. – Tim Sanders former VP Yahoo and author of Love is the Killer App |
| 790. | Our lives begin to end the day we become silent about things that matter. – Dr. Martin Luther King, Jr. |
| 791. | It is not only for what we do that we are held responsible, but also for what we do not do. – Molière, 17th century playwright |
| 792. | Don't judge each day by the harvest you reap, but by the seeds you plant. – Robert Louis Stevenson, novelist |
| 793. | Character is not made in crisis — it's only exhibited. – Robert Freeman, fictional character |
| 794. | Always do right; this will gratify some and astonish the rest. – Anonymous |
| 795. | Great occasions do not make heroes or cowards; they simply unveil them to the eyes. Silently and imperceptibly, as we wake or sleep, we grow strong or we grow weak, and at last some crisis shows us what we have become. – Bishop Westcott, British bishop |
| 796. | Those who try to do something, and fail are infinitely better than those who try to do nothing and succeed. – Unknown |
| 797. | Mixed and complicated motives are...key to a quiet leader's success. First, if their motives were not mixed, if they acted only out of a spirit of altruism and self-sacrifice, they would act less often and less effectively. Quiet leadership is a long, hard race, run on obscure pathways, not a thrilling sprint before a cheering crowd. – Joseph Badaracco, <u>Leading Quietly</u> |
| 798. | Act as if what you do makes a difference. It does. – William James, author |
| 799. | Change will not come if we wait for some other person, or if we wait for some other time. We are the ones we've been waiting for. We are the change that we seek. – Barack Obama, former American President |
| 800. | Leadership is a journey. You start out being who you think you are and along the way you become more of who you really are. – Robert Holden, Ph.D. |

