

Entelechy's Motivational Sayings

1.	“They may forget what you said, but they will never forget how you made them feel.” -- Carl W. Buechner
2.	The foolish man seeks happiness in the distance, the wise grows it under his feet. J. Robert Oppenheimer
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
4.	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
5.	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!
6.	Today, catch someone doing something right and tell them.
7.	Grace Hopper, computer pioneer: “You manage things; you lead people.” How can you lead today?
8.	Anything – everything – is possible with passion.
9.	The true sign of commitment is action. Commit to something by acting on it today.
10.	Wisdom is the reward you get for a lifetime of listening when you'd have preferred to talk. Today, talk less and listen more.
11.	When someone isn't doing what you expect them to it's 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.
12.	Winston Churchill: Success is never final. Failure is never fatal. It is courage that counts. What courageous thing will you do today?
13.	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.
14.	Coach Dean Smith to 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.
15.	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.

16.	Do not let what you cannot do interfere with what you can do. – John Wooden
17.	We become the best by our passionate pursuit of a single dream. What is your dream?
18.	Wayne Gretsky, hockey great: “Don’t skate to where the puck is, skate to where the puck is going to be.”
19.	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
20.	There isn’t a person anywhere that isn’t capable of doing more than he thinks he can. – Henry Ford
21.	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
22.	Great things are not done by impulse, but by a series of small things brought together. – Vincent Van Gogh
23.	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
24.	Price is what you pay. Value is what you get. – Warren Buffett
25.	Our greatest glory is not in never falling but in rising every time we fall. – Confucius
26.	I have not failed. I’ve just found 10,000 ways that won’t work. – Thomas Edison
27.	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
28.	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
29.	Excellence is the gradual result of always striving to do better. – Pat Riley
30.	No person can be a great leader unless he takes genuine joy in the successes of those under him. – Anon
31.	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
32.	A candle loses nothing by lighting another candle. – Erin Majors
33.	We are continuously faced by great opportunities brilliantly disguised as unsolvable problems. – Lee Iacocca
34.	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.
35.	When it is dark enough you can see the stars. Look for the opportunity or lesson when things don’t go as planned.

36.	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?
37.	The difference between greatness and mediocrity is how often you take risks. Be great. Take a chance.
38.	Your destiny is not a matter of chance, it's a matter of choice. What are you choosing today?
39.	The life we have is created by the decisions we make and the actions we take.
40.	The customer's perception IS reality. Ask yourself, "What does the customer think of my company, of our products and services, of me?"
41.	You cannot think in one way and act in another. Your thoughts control your actions. What are your thoughts regarding clients, work, colleagues?
42.	Your chances of success are directly proportional to the degree of pleasure you derive from what you do. Enjoy what you do!
43.	Dave Barry, comedic writer: Nobody cares if you can't dance well. Just get up and dance.
44.	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?
45.	Give people the freedom to make mistakes and hold them accountable for learning from those mistakes.
46.	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?
47.	Welcome challenge. The harder the conflict, the more glorious your victory. The more difficult the challenge, the richer the rewards.
48.	Jack Welch: "Change before you have to."
49.	Find a task challenging? If it wasn't difficult, anyone could do it.
50.	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."
51.	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.
52.	When you have a staff or information meeting, always take time to thank people or praise achievements.
53.	Here's the world's shortest communications course: 1: Ask. 2: Listen.
54.	Here's the world's shortest sales course: 1: Know their business. 2: Know them. 3. Know your stuff.

55.	Want to make it to the top? Be so good they can't ignore you!
56.	Want motivated employees? Help them succeed at their job.
57.	Henry Ford: It's not the employer who pays the wages. Employers only handle the money. It's the customer who pays the wages.
58.	Feeling undervalued? Identify your capabilities and how they contribute to the company. Be proactive and demonstrate your value through actions.
59.	We are often bounded by self-imposed limits. Continually push yourself. Try new things. Try one new thing today!
60.	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.
61.	Entelechy's Performance Tip for President's Week is paraphrased from Calvin Coolidge, 30 th president: Nothing in the world can take the place of persistence. Talent will not, genius will not, education will not. To win, persist.
62.	Gloria Steinem: There are many more people trying to meet the right person rather than becoming the right person.
63.	People don't perform for many reasons. One reason is because they don't get feedback. Provide feedback that helps the person succeed.
64.	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.
65.	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!"
66.	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.
67.	Take time this week to set SMART goals for the year. SMART goals are Specific, Measurable, Achievable, Relevant, and Time-bounded.
68.	Mary Kay Ash, founder of Mary Kay Cosmetics: There are two things people want more than sex and money ... recognition and praise.
69.	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.
70.	Wendy Capland, executive coach: "Who you are speaks so loudly, I can't hear what you are saying."
71.	When tackling something new, ask for advice or instruction. Experience is a great teacher, but an expensive one.
72.	When someone isn't doing what you expect them to, first make sure they clearly

	understand what you're looking for and why.
73.	When someone isn't doing what you expect them to it's 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.
74.	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.
75.	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 fear?
76.	Stretch yourself. You will never be better than you currently are unless you stretch yourself. How are you going to stretch yourself today?
77.	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.
78.	You can either complain that rosebushes have thorns – or rejoice that thorn bushes have roses.
79.	Success is often a matter of hanging on after others have let go.
80.	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.
81.	You can judge a person by the size of the problems that they tackle. What sized problems do YOU tackle?
82.	Your success is not a matter of chance, it's a matter of choice – YOUR choice. Choose your success every day.
83.	A vision without action is nothing but a dream. What is your vision and what are you doing this week to realize that vision?
84.	William Shakespeare: Have more than thou showest. Speak less than thou knowest.
85.	Feedback is critical for self-development. Ask someone you trust for feedback. And then accept it as a gift.
86.	Wisdom is the reward you get for a lifetime of listening when you'd have preferred to talk. Today, talk less and listen more.
87.	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.
88.	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.
89.	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.
90.	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.
91.	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.
92.	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.
93.	As we look ahead into the next century, leaders will be those who empower others. -- Bill Gates
94.	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
95.	Great leaders are never satisfied with current levels of performance. They are restlessly driven by possibilities and potential achievements. -- Donna Harrison
96.	The final test of a leader is that he [she] leaves behind in others the conviction and will to carry on. -- Walter Lippman
97.	The new leader is a facilitator, not an order giver. -- John Naisbitt
98.	The very essence of all power to influence lies in getting the other person to participate. - - Harry A. Overstreet
99.	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
100.	Doing runs the risk of failure; not trying guarantees a legacy of nothing.
101.	Great challenges are a prerequisite for great achievements.
102.	Thought without action affects no one. Don't just think, do.
103.	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."
104.	"Sleeping on an idea doesn't make it any better, it just ruins a good sleep. Ideas should be acted on, not slept on."
105.	Real leaders are ordinary people with extraordinary determination. -- <i>Unknown</i>
106.	"Perfection is the security blanket of the insecure."
107.	"The key to success is setting the expectation."
108.	Action is usually more constructive than reaction. Plan ahead.
109.	Andrew Carnegie: "No person will make a great leader who wants to do it all himself or to get all the credit for doing it." Delegate. Praise.
110.	Adapted from Albert Einstein: $E=mc^2$. Excellence = motivation * capability squared.

	What is your motivation? What is your capability?
111.	Mario Andretti, race car driver: If things seem under control, you're just not going fast enough.
112.	We are the result of those who have helped us. Today, take a minute to thank someone who's helped you.
113.	Wisdom consists of knowing what to do with what you know. What are YOU best at? What are you doing with it?
114.	"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."
115.	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."
116.	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?
117.	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.
118.	Dale Carnegie: You will be more successful if you take interest in other people than if you attempt to get people interested in you.
119.	Research shows that employees perform better when there is lots of communication. Communication has more impact on productivity than even job satisfaction! Communicate!
120.	The best time to take a break is when you need to, not when you can. Downtime is important to long-term productivity.
121.	Customers don't care about how you're organized or who does what. Spend as little time as absolutely necessary on internal stuff.
122.	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.
123.	If you're not living life on the edge, you're taking up too much space.
124.	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?"
125.	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.
126.	Today give no excuses. Accept no excuses.
127.	When you cannot decide between two evenly balanced courses of action, chose the bolder of the two.

128.	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.
129.	Superior performers continually push their capabilities. Most people don't even know what their capabilities are. What are you capable of?
130.	My wife, a Kindergarten teacher, tells 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.
131.	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.
132.	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.
133.	Nothing of significance is ever achieved without passion. Whatever you do today, do with passion.
134.	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.
135.	With leadership, integrity and imagination, achievement knows no boundaries. Anything is possible.
136.	Customers look for competence. Demonstrate competence by being prepared, doing research, and asking targeted questions.
137.	Customers look for value. How would you respond when your customer asks: How can you or your company benefit me?
138.	Samuel Goldwyn: Wisdom consists of knowing what to do with what you know!
139.	If not now, when? If not you, who? It IS up to you and NOW is the time!
140.	Reevaluate your strategy. Is doing what you're doing going to get you what you want?
141.	Make a decision and move forward. If you've made the wrong decision, change it and move forward.
142.	Professional athletes spend hours each day honing their skills. What are you doing to be top in YOUR field?
143.	When you're facing an important discussion, write out your thoughts first. Preparation prevents regrets.
144.	To attain excellence you must also expect more than others think is possible. – Anonymous
145.	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
146.	Doug Mellinger, entrepreneur: Don't ask how to do something, ask who can best get it done.
147.	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.
148.	Don't confuse planning and reporting with doing. Nike has it right: just do it.
149.	Performance requires two things: reasonable decisions and quick action. Think and do.
150.	Planning is critical especially when using answering machines. Plan your message carefully so that you don't accidentally get cut off in the middle...
151.	Albert Einstein: Imagination is more important than knowledge.
152.	Make decisions on what's best for the customer. Even if you're buried in the middle of the organization, think customer.
153.	Communication is not about talking, it's about being understood. Communication involves asking questions, listening, and empathizing with your listener.
154.	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.
155.	Richard Moran, <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.
156.	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.
157.	Napoleon Bonaparte: A leader is a dealer in hope. Be a leader.
158.	Success doesn't happen as a result of spontaneous combustion. You must set yourself on fire.
159.	Malcolm Forbes: If you have a job without aggravation, you don't have a job.
160.	You can discover new lands only if you're willing to leave familiar shores.
161.	Entelechy's Performance Tip of the Week points out the importance of self-determination: The biggest mistake is believing that you work for someone other than yourself.
162.	It is not so much where we are, but in what direction we are headed. Where are you headed?
163.	Mother Teresa: I know God won't give me anything I can't handle. I just wish he wouldn't trust me so much.
164.	Take the extra step of putting yourself in the other's shoes; this will improve sales, management, quality, and relationships.
165.	Celebrate successes. Take time to reflect on – and congratulate yourself for – a job well

	done.
166.	When giving feedback, balance the feedback with one or two strengths and one or two areas for improvement.
167.	Time savings begins with an organized office. Come in early one day this week and reorganize!
168.	Protect yourself. If you're at work, back up your data. If you're on vacation, use sunscreen.
169.	At the end of the week, what will you be especially proud of? Work on that activity today!
170.	Winners focus. Are you focused? On what are you focused?
171.	Focus on what you CAN do rather than on what you CANNOT do. What do you feel is your greatest strength? Leverage that strength.
172.	When someone isn't performing as you expect, first make sure they clearly understand what you expect.
173.	High Performance is about doing, not saying. Are you known for what you do or for what you say?
174.	Take a moment to reflect on the positive successes you had last week. Top performers celebrate their successes and know how to repeat them.
175.	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.
176.	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.
177.	Anyone can deal with success; it's how you deal with adversity that marks you as a professional. Tackle a tough issue today.
178.	"Delay is the deadliest form of denial." Don't wait. Do it today.
179.	Most problems are attributed to unclear communication. To clear up communication problems, be specific, be concise, get agreement.
180.	Everything you do either moves you closer to your goals or it doesn't; what will you do today to reach your goals?
181.	The typical professional spends over five weeks in meetings a year. This week, avoid one unproductive meeting.
182.	This week, ask a client or customer how you're doing. Feedback builds winners.
183.	Max DePree, former CEO of Herman Miller: "We cannot become what we want to be by remaining what we are."
184.	Want to hire people who perform over the long term? Hire for attitude. Train for skill.
185.	True leaders know why people will follow them. Why will people follow you?

186.	Coaching is like golf: success is based as much on your follow through as on your initial contact.
187.	Leadership is based on integrity, respect, and trust. Do one thing today to demonstrate integrity, gain respect, or earn trust.
188.	The life we lead tomorrow is based on decisions we make today. Make wise decisions.
189.	Whatever you think you can do, begin. Merely by beginning, many things fall into place to support your effort. Begin today.
190.	When coaching, before giving feedback, ask the other person what they thought went well and what they would change.
191.	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 5 weeks a year.
192.	Take time to thank those who've provided you with help, insight, or guidance.
193.	Words are only words; promises are only promises; only performance is reality.
194.	Anyone who says they never had a chance never took a chance. Today, take a chance.
195.	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.
196.	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.
197.	High performance is not doing extraordinary things but doing ordinary things extraordinarily. Be a high performer.
198.	Ralph Waldon Emerson: Do not be too timid or squeamish about your actions. All life is an experiment.
199.	Performance is not about herculean efforts but rather about consistent, persistent, improvement. What will you improve today?
200.	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.
201.	Training only works when reinforced. Take time today to review the materials you received in training. Identify one technique to put to use.
202.	When faced with several choices, pick the best one and move forward. Oftentimes, indecision is more dangerous than a poor decision.
203.	Three letters will help you improve your effectiveness: A-S-K, ASK. ASK stands for Always Seek Knowledge. Increase your effectiveness by ASKing!
204.	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.
205.	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?
206.	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.
207.	How do you work with an amiable person? Show interest in them as individuals. Look for common interests. Provide assurances and guarantees.
208.	How do you work with an analytic person? Provide evidence and detail. Be accurate. Support their thinking.
209.	How do you work with an expressive person? Collaborate. Support their vision. Let them save effort.
210.	How do you work with a driver? Avoid chit-chat. Give options and let them choose. Focus on results.
211.	Author Annie Dillard: "How we spend our days is, of course, how we spend our lives." How do you plan to spend today?
212.	Separate the urgent from the important. Work on the important stuff.
213.	Short week because of the holiday? Plan your week by writing down one important thing to accomplish each day.
214.	Overwhelmed? Delegate something to someone today. Consider what's in it for them. Set specific timeframes and deliverables.
215.	Provide balanced, objective, specific, and supportive feedback to someone today.
216.	Use questions rather than statements to guide the conversation and produce powerful, lasting results.
217.	True leaders know where they are going. What are your goals?
218.	"The great end of life is not knowledge but action." T.X. Huxley
219.	"Raw enthusiasm does not compensate for overwhelming stupidity." Combine intelligence with action.
220.	Guy Kawasaki, Apple Computers: "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."
221.	Forrest Gump: Your chances of winnin' the lottery get a lot better if you buy a ticket. Take action!
222.	Every business interaction with another person builds or erodes the relationship. What are you doing to build the relationship?
223.	"The real voyage of discovery consists not in seeking new landscapes but in having new eyes." Marcel Proust
224.	"Make things as simple as they are, but no simpler." (Einstein)

225.	A participant in a recent training session: "Go with what you've got." Success comes from doing.
226.	Hannibal as he strategized to cross the Alps: "We have two options. We must either find a way or we must make one."
227.	Negotiation happens when one party does agree with the value of another's offering. Establish value first and continuously.
228.	The person with big dreams is more powerful than the one with all the facts. What do you have?
229.	Learn from the mistakes of others. You cannot possibly live long enough to make them all yourself.
230.	"Everyone thinks of changing the world, but no one thinks of changing himself." - Leo Tolstoy
231.	Anything worth doing is worth doing with enthusiasm.
232.	There is no such thing as "soft sell" and "hard sell." There is only "smart sell" and "stupid sell."
233.	Good judgment comes from experience. Experience comes from decisions and action.
234.	Dreams and dedication are a powerful combination. (William Longgood, Voices From the Earth)
235.	Entelechy's performance tip of the week is paraphrased from General Patton: a good plan applied today is better than a perfect plan applied tomorrow.
236.	The customer's perception is reality.
237.	Anything less than a conscious commitment to the important is an unconscious commitment to the unimportant.
238.	Losers present problems; winners recommend solutions. Be a winner.
239.	Set clear expectations. Problems always surface when expectations aren't clear.
240.	Sales are made by asking questions; so are business relationships. Ask questions.
241.	Use the power of one. Do as much as you can and then do just one thing more.
242.	Always tell people what's in it for them; never assume that they will know.
243.	In management, teams, and sales trust is the most important thing.
244.	It is better to know some of the questions than all of the answers. James Thurber
245.	Don't confuse bad management with destiny.
246.	Treat others as <u>they</u> want to be treated.
247.	Entelechy is a Greek word meaning "the realization of potential." What specifically did <u>you</u> do today to realize your true potential?

248.	Focus all your energy on the one thing that you can do today that would have significant impact on your job, family, or department.
249.	You and I do not see things as they are; we see things as WE are.
250.	Success is getting what you want. Happiness is wanting what you get.
251.	Winning isn't everything. Wanting to win is.
252.	Leadership is action, not position. If you are to lead, you must act.
253.	A single person with passion can accomplish more than 99 people with mere enthusiasm. Get passionate with it!
254.	Mike Baker – sales professional: If you're not living life on the edge, you're taking up too much space.
255.	do everything with passion. Nothing significant was ever done without passion.
256.	Ken Blanchard: in the next hour, catch someone – an employee, a colleague, your boss – doing something right. Then tell them.
257.	Success usually comes to those who are too busy to be looking for it. Henry David Thoreau (1817 - 1862)
258.	Each success only buys an admission ticket to a more difficult problem. – Henry Kissinger, Wilson Library Bulletin, March 1979
259.	Facts do not cease to exist because they are ignored. – Aldous Huxley (1894 - 1963), "Proper Studies", 1927
260.	The best way to predict the future is to invent it. – Alan Kay
261.	When your work speaks for itself, don't interrupt. – Henry J. Kaiser
262.	People forget how fast you did a job - but they remember how well you did it. – Howard Newton
263.	Plans are only good intentions unless they immediately degenerate into hard work. – Peter Drucker
264.	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!
265.	All our dreams can come true - if we have the courage to pursue them. – Walt Disney!
266.	A man full of courage is also full of faith. – Cicero!
267.	Courage is grace under pressure. – Ernest Hemingway!
268.	Courage is the first of human qualities, because it is the quality which guarantees all others. – Winston Churchill!
269.	Courage is resistance to fear; mastery of fear - not absence of fear. – Mark Twain!

270.	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!
271.	Perfect courage is to do without witnesses what one would be capable of doing before all the world. – LA ROCHEFOUCAULD!
272.	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. – Roosevelt, Eleanor!
273.	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 !
274.	In order to discover new lands, one must be willing to lose sight of the shore for a very long time. – Anonymous !
275.	He who is not courageous enough to take risks will accomplish nothing in life. – Muhammad Ali !
276.	You can't test courage cautiously. – Anne Dillard !
277.	It is easy to be brave from a safe distance. – Aesop !
278.	I'd rather give my life than be afraid to give it. – Lyndon Baines Johnson !
279.	Men take only their needs into consideration, never their abilities. – Napoleon Bonaparte !
280.	People are always ready to admit a man's ability after he gets there. – Bob Edwards !
281.	Ability is the art of getting credit for all the home runs somebody else hits. – Casey Stengel !
282.	Natural abilities are like natural plants; they need pruning by study. – Francis Bacon !
283.	Ability will never catch up with the demand for it. – Malcolm S. Forbes !
284.	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 !
285.	It is a fine thing to have ability, but the ability to discover ability in others is the true test. – Elbert Hubbard !
286.	The Creator has not given you a longing to do that which you have no ability to do. – Orison Swett Marden !
287.	Martyrdom is the only way a man can become famous without ability. – George Bernard Shaw !
288.	They are able because they think they are able. – Virgil !
289.	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 !

290.	We all have ability. The difference is how we use it. – Stevie Wonder !
291.	Ability is a poor man’s wealth. – M. Wren !
292.	What I need is someone who will make me do what I can. – Ralph Waldo Emerson!
293.	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!
294.	If we did the things we are capable of, we would astound ourselves. – Thomas Edison!
295.	Ability is what you’re capable of doing. Motivation determines what you do. Attitude determines how well you do it. – Lou Holtz!
296.	Our work is the presentation of our capabilities. – Goethe !
297.	We judge ourselves by what we feel capable of doing, while others judge us by what we have already done. – Longfellow !
298.	Great ability develops and reveals itself increasingly with every new assignment. – Baltasar Gracian !
299.	You have to have confidence in your ability, and then be tough enough to follow through. – Rosalynn Smith Carter!
300.	We would accomplish many more things if we did not think of them as impossible. – C. Malesherbes!
301.	“I can’t do it” never yet accomplished anything; “I will try” has performed wonders. – George P. Burnham!
302.	Throughout the centuries there were men who took first steps down new roads armed with nothing but their own vision. – Ayn Rand!
303.	Start by doing what’s necessary, then what’s possible, and suddenly you are doing the impossible. – Francis of Assisi!
304.	To accomplish great things, we must not only act, but also dream, not only plan, but also believe. – Anatole France!
305.	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!
306.	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!
307.	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!
308.	The reward of a thing well done is to have done it. – Ralph Waldo Emerson!

309.	If not us, who? If not now, when? – Kennedy, John F.!
310.	Don't let what you can't do interfere with what you can do. – Anonymous !
311.	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 !
312.	All good things are difficult to achieve; and bad things are very easy to get. – Morarji Desai !
313.	Great things are not done by impulse, but by a series of small things brought together. – Vincent Van Gogh !
314.	The future is not a gift - it is an achievement. – Harry Lauder !
315.	If life were measured by accomplishments, most of us would die in infancy. – A. P. Gouthey !
316.	There is no great achievement that is not the result of patient working and waiting. – J. G. Holland !
317.	High achievement always takes place in the framework of high expectation. – Jack Kinder !
318.	An achievement is a bondage. It obliges one to a higher achievement. – Albert Camus !
319.	Fate knows where you are going, but it is up to you to drive there. – Michelle Keesling !
320.	Nothing happens until I make it happen. – Contributed by: Scott Wilson !
321.	You can't build a reputation on what you're going to do. – Henry Ford !
322.	I think one's feelings waste themselves in words; they ought all to be distilled into actions which bring results. – Florence Nightingale !
323.	Ideas without action are worthless. – Harvey Mackay!
324.	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!
325.	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 !
326.	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!
327.	What you do speaks so loud that I cannot hear what you say. – Ralph Waldo Emerson!
328.	Leadership is practiced not so much in words as in attitude and in actions. – Harold S. Geneen !
329.	Never confuse motion with action. – Benjamin Franklin!
330.	Just Do It! – Nike Running Shoes Advertisement !

331.	A man is the sum of his actions, of what he has done, of what he can do, Nothing else. – Mahatma Gandhi !
332.	Drive thy business, or it will drive thee. – Benjamin Franklin !
333.	Do or do not. There is no try. – Yoda!
334.	As I grow older, I pay less attention to what men say. I just watch what they do. – Andrew Carnegie !
335.	Do what you can, with what you have, where you are. – Theodore Roosevelt !
336.	Go for it now. The future is promised to no one. – Wayne Dyer !
337.	You will never plough a field if you only turn it over in your mind. – Irish Proverb!
338.	The great end of life is not knowledge but action. – Thomas H. Huxley !
339.	Action may not always bring happiness; but there is no happiness without action. – Benjamin Disraeli !
340.	Commitment leads to action. Action brings your dream closer. – Marcia Wieder !
341.	Character isn't inherited. One builds it daily by the way one thinks and acts, thought by thought, action by action. – Helen Gahagan Douglas!
342.	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 !
343.	The true gentleman does not preach his beliefs until he does so by his actions. – Source Unknown !
344.	Good intentions are not good enough... ultimately we are measured by our actions. – Source Unknown !
345.	Conditions are never just right. People who delay action until all factors are favourable do nothing. – William Feather !
346.	The only thing necessary for the triumph of evil is for good men to do nothing. – Edmund Burke!
347.	Success seems to be connected to action. Successful people keep moving. They make mistakes, bu they don't quit. – Conrad Hilton!
348.	To do nothing is in every man's power. – Samuel Johnson!
349.	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!
350.	I learned that if you want to make it bad enough, no matter how bad it is, you can make it. – Gale Sayers !
351.	Where there's a will there's a way. – English Proverb!
352.	Determination gives you the resolve to keep going in spite of the roadblocks that lay before you. – Denis Waitley!

353.	The surest way not to fail is to determine to succeed. – Richard B. Sheridan!
354.	If you really want something, you can figure out how to make it happen. – Cher !
355.	A determined person will do more with a pen and paper, than a lazy person will accomplish with a personal computer. – Catherine Pulsifer !
356.	The difference between the impossible and the possible lies in a person's determination. – Tommy Lasorda!
357.	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!
358.	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!
359.	There is no chance, no destiny, no fate, that can hinder or control the firm resolve of a determined soul. – Ella Wheeler Wilcox!
360.	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 !
361.	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 things in life and pay the price for the things that are worthwhile, it can be done. – Vince Lombardi!
362.	It was courage, faith, endurance and a dogged determination to surmount all obstacles that built this bridge. – John J. Watson!
363.	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 !
364.	Within each of us is a hidden store of determination. Determination to keep us in the race when all seems lost. – Roger Dawson!
365.	Determination is the wake-up call to the human will. – Anthony Robbins !
366.	Nothing great will ever be achieved without great men, and men are great only if they are determined to be so. – Charles De Gaulle !
367.	An invincible determination can accomplish almost anything and in this lies the great distinction between great men and little men. – Dr. Thomas Fuller!
368.	Never go backward. Attempt, and do it with all your might. Determination is power. – Charles Simmons!
369.	Those who don't understand determination call determination stubbornness or too driven. To be determined is to see it through! – Catherine Pulsifer!
370.	Failure will never overtake me if my determination to succeed is strong enough. – Og

	Mandino !
371.	You've got to get up every morning with determination if you're going to go to bed with satisfaction. – George Lorimer !
372.	We will either find a way, or make one! – Hannibal !
373.	Never stop. One stops as soon as something is about to happen. – Peter Brock!
374.	Real difficulties can be overcome; it is only the imaginary ones that are unconquerable. – Theodore N. Vail
375.	The individual who knows the score about life sees difficulties as opportunities. – Norman Vincent Peale
376.	There are two ways of meeting difficulties: you alter the difficulties, or you alter yourself to meet them. – Phyllis Bottome
377.	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
378.	The greatest difficulties lie where we are not looking for them. – Johann Wolfgang Von Goethe
379.	When I hear somebody sigh that Life is hard, I am always tempted to ask, Compared to what? – Sydney J. Harris
380.	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
381.	If you would only recognize that life is hard, things would be so much easier for you. – Louis D. Brandeis
382.	Our greatest battles are that with our own minds. – Jameson Frank
383.	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
384.	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
385.	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
386.	Difficulties should act as a tonic. They should spur us to greater exertion. – B. C. Forbes
387.	The Difficult is that which can be done immediately; the Impossible that which takes a little longer. – George Santayana
388.	It is surmounting difficulties that makes heroes. – Louis Kossuth

389.	Into each life some rain must fall, some days be dark and dreary. – Henry Wadsworth Longfellow
390.	Difficulties are meant to rouse, not discourage. The human spirit is to grow strong by conflict. – William E. Channing
391.	Triumphs without difficulties are empty. Indeed, it is difficulties that make the triumph. It is no feat to travel the smooth road. – Source Unknown
392.	Nothing is particularly hard if you divide it into small jobs. – Henry Ford
393.	It is a good rule to face difficulties at the time they arise and not allow them to increase unacknowledged. – Edward W. Ziegler
394.	In the middle of difficulty lies opportunity. – Albert Einstein
395.	To be successful you must accept all challenges that come your way. You can't just accept the ones you like. – Mike Gafka
396.	Troubles, like babies, grow larger by nursing. – Lady Holland
397.	For every mountain there is a miracle. – Robert H. Schuller
398.	Little minds are tamed and subdued by misfortune; but great minds rise above it. – Washington Irving
399.	A desire can overcome all objections and obstacles. – Gunderson
400.	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
401.	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.
402.	Smooth seas do not make skilful sailors. – African Proverb
403.	It's not whether you get knocked down. It's whether you get up again. – Vince Lombardi
404.	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
405.	You must do the thing you think you cannot do. – Eleanor Roosevelt
406.	Life's challenges are not supposed to paralyze you, they're supposed to help you discover who you are. – Bernice Johnson Reagon
407.	Among all human constructions the only ones that avoid the dissolving hands of time are castles in the air. – Frederico de Roberto
408.	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
409.	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
410.	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
411.	If you can DREAM it, you can DO it. – Walt Disney
412.	All our dreams can come true - if we have the courage to pursue them. – Walt Disney
413.	Go confidently in the direction of your dreams. Live the life you've imagined. – Henry David Thoreau
414.	We've removed the ceiling above our dreams. There are no more impossible dreams. – Jesse Jackson
415.	Dreams come true; without that possibility, nature would not incite us to have them. – John Updike
416.	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
417.	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
418.	The moment of enlightenment is when a person's dreams of possibilities become images of probabilities. – Vic Braden
419.	Don't be afraid of the space between your dreams and reality. If you can dream it, you can make it so. – Belva Davis
420.	Dream as if you'll live forever. Live as if you'll die tomorrow. – James Dean
421.	Dream no small dreams for they have no power to move the hearts of men. – Johann Wolfgang Von Goethe
422.	If you don't have a dream, how are you going to make a dream come true? – Oscar Hammerstein
423.	All men of action are dreamers. – James G. Huneker
424.	Some people follow their dreams, others hunt them down and beat them mercilessly into submission. – Neil Kendall
425.	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
426.	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
427.	Without dreams, there is no reality! – Luis B. Couto
428.	Whatever you can do or dream you can, begin it. Boldness has genius, power, and magic in it. – Goethe

429.	The future belongs to those who believe in the beauty of their dreams. – Eleanor Roosevelt
430.	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
431.	Man, alone, has the power to transform his thoughts into physical reality; man, alone, can dream and make his dreams come true. – Napoleon Hill
432.	If you're going to be thinking, you may as well think big. – Donald Trump
433.	The real secret of success is enthusiasm. – Walter Chrysler
434.	Enthusiasm releases the drive to carry you over obstacles and adds significance to all you do. – Norman Vincent Peale
435.	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
436.	A man can succeed at almost anything for which he has unlimited enthusiasm. – Charles M. Schwab
437.	The great accomplishments of man have resulted from the transmission of ideas and enthusiasm. – Thomas J. Watson, Sr
438.	If you can give your son or daughter only one gift, let it be - enthusiasm. – Bruce Barton
439.	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
440.	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
441.	Nothing great was ever achieved without enthusiasm. – Emerson
442.	It's faith in something and enthusiasm for something that makes life worth living. – Oliver Wendell Holmes, Jr
443.	Enthusiasm - the sustaining power of all great action. – Samuel Smiles
444.	Throw your heart over the fence and the rest will follow. – Norman Vincent Peale
445.	Enthusiasm is the electricity of life. How do you get it? You act enthusiastic until you make it a habit. – Gordon Parks
446.	Enthusiasm is the mother of effort, and without it nothing great was ever achieved. – Ralph Waldo Emerson
447.	Enthusiasm is a volcano on whose top never grows the grass of hesitation. – Kahlil Gibran
448.	Success is the ability to go from failure to failure without losing your enthusiasm. –

	Winston Churchill
449.	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
450.	There is a real magic in enthusiasm. It spells the difference between mediocrity and accomplishment. – Norman Vincent Peale
451.	Enthusiasm is the inspiration of everything great. Without it no man is to be feared, and with it none despised. – Christian Nestell Bovee
452.	A mediocre idea that generates enthusiasm will go further than a great idea that inspires no one. – Mary Kay Ash
453.	Knowledge is power, but enthusiasm pulls the switch. – Ivern Ball
454.	He that is good for making excuses is seldom good for anything else. – Benjamin Franklin
455.	Bad excuses are worse than none. – Thomas Fuller
456.	He who excuses himself accuses himself. – Gabriel Meurier
457.	Difficulty is the excuse history never accepts. – Edward R. Murrow
458.	We have forty million reasons for failure, but not a single excuse. – Rudyard Kipling
459.	Excuses are the nails used to build a house of failure. – Don Wilder
460.	If you don't want to do something, one excuse is as good as another. – Yiddish Proverb
461.	No one ever excused his way to success. – Dave Del Dotto
462.	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
463.	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
464.	An excuse is worse and more terrible than a lie; for an excuse is a lie guarded. – Alexander Pope
465.	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
466.	I attribute my success to this - I never gave or took any excuse. – Florence Nightingale
467.	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

468.	Niney-nine percent of failures come from people who have the habit of making excuses. – George W. Carver
469.	People with integrity do what they say they are going to do. Others have excuses. – Dr. Laura Schlessinger
470.	A lost battle is a battle one thinks one has lost. – Ferdinand Foch
471.	Do not look where you fell, but where you slipped. – African Proverb
472.	If you can't make a mistake, you can't make anything. – Collins, Marva
473.	I don't know the the key to success, but the key to failure is trying to please everbody. – Cosby, Bill
474.	It's not whether you get knocked down. It's whether you get up again. – Lombardi, Vince
475.	There is always another chance... This thing called 'failure' is not falling down, but staying down. – Pickford, Mary
476.	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. – Roosevelt, Theodore
477.	Nobody makes a greater mistake than he who does nothing because he could only do a little. – Edmund Burke
478.	If it fails, admit it frankly and try another. But above all, try something. – Franklin D. Roosevelt
479.	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
480.	It's okay to make mistakes. Mistakes are our teachers -- they help us to learn. – John Bradshaw
481.	The greatest mistake a man can ever make is to be afraid of making one. – Elbert Hubbard
482.	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.
483.	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
484.	A life spent in making mistakes is not only more honourable but more useful than a life spent doing nothing. – George Bernard Shaw
485.	To avoid criticism do nothing, say nothing, be nothing. – Elbert Hubbard
486.	It is much easier to be critical than to be correct. – Benjamin Disraeli
487.	There are two mistakes one can make along the road to truth - not going all the way, and

	not starting. – Buddha
488.	An error doesn't become a mistake until you refuse to correct it. – O. A. Battista
489.	I have made mistakes, but I never made the mistake of claiming that I never made one. – James Gordon Bennett
490.	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
491.	All men make mistakes, but only wise men learn from their mistakes. – Winston Churchill
492.	The way a man plays a game shows some of his character. The way he loses shows all of it. – submitted by Lauren
493.	Many of life's failures are people who did not realize how close they were to success when they gave up. – Thomas Edison
494.	Our greatest glory is not in never failing, but in rising up every time we fail. – Ralph Waldo Emerson
495.	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
496.	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
497.	There is no failure except in no longer trying. – Elbert Hubbard
498.	A man can fail many times, but he isn't a failure until he begins to blame somebody else. – John Burroughs
499.	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
500.	If you want to increase your success rate, double your failure rate. – Thomas Watson, Sr
501.	Success is going from failure to failure without losing your enthusiasm. – Winston Churchill
502.	It is no sin to attempt and fail. The only sin is not to make the attempt. – SueEllen Fried
503.	Failure is the opportunity to begin again more intelligently. – Henry Ford
504.	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
505.	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
506.	Many people dream of success. To me, success can only be achieved through repeated failure and introspection. – Soichiro Honda
507.	Ninety-nine percent of the failures come from people who have the habit of making excuses. – George Washington Carver

508.	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
509.	He was a self-made man who owed his lack of success to nobody. – Joseph Heller
510.	Failure is the tuition you pay for success. – Walter Brunell
511.	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
512.	Who has never tasted what is bitter does not know what is sweet. – German Proverb
513.	Failure is the condiment that gives success its flavor. – Truman Capote
514.	There is something good in all seeming failures. You are not to see that now. Time will reveal it. Be patient. – Sri Swami Sivananda
515.	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 Watley
516.	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
517.	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
518.	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
519.	Without goals, and plans to reach them, you are like a ship that has set sail with no destination. – Fitzhugh Dodson
520.	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
521.	Life's up and downs provide windows of opportunity to determine your values and goals. Think of using all obstacles as stepping stones to build the life you want. – Marsha Sinetar
522.	In life, as in football, you won't go far unless you know where the goalposts are. – Arnold H. Glasgow
523.	Goals are dreams with deadlines. – Diana Scharf Hunt
524.	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
525.	You must have long term goals to keep you from being frustrated by short term failures. – Charles C. Noble

526.	Obstacles are those frightful things you see when you take your eyes off your goals. – Sydney Smith
527.	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
528.	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
529.	Man is a goal seeking animal. His life only has meaning if he is reaching out and striving for his goals. – Aristotle
530.	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
531.	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
532.	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
533.	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
534.	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
535.	Goals are not only absolutely necessary to motivate us. They are essential to really keep us alive. – Robert H. Schuller
536.	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
537.	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
538.	Choosing a goal and sticking to it changes everything. – Scott Reed
539.	The tragedy of life doesn't lie in not reaching your goal. The tragedy lies in having no goals to reach. – Benjamin Mays
540.	Goals determine what you're going to be. – Julius Erving
541.	Think little goals and expect little achievements. Think big goals and win big success. – David Joseph Schwartz
542.	Progress has little to do with speed, but much to do with direction. – Author Unknown

543.	Whoever wants to reach a distant goal must take small steps. – Helmut Schmidt
544.	To achieve happiness, we should make certain that we are never without an important goal. – Earl Nightingale
545.	The world makes way for the man who knows where he is going. – Ralph Waldo Emerson
546.	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 Lurtan
547.	Great minds have purposes, others have dreams. – Washington Irving
548.	You measure the size of the accomplishment by the obstacles you had to overcome to reach your goals. – Booker T. Washington
549.	I learned that if you want to make it bad enough, no matter how bad it is, you can make it. – Gale Sayers
550.	The most important thing about goals is having one. – Geoffry F. Abert
551.	It takes a person with a mission to succeed. – Clarence Thomas
552.	Set your goals high, and don't stop till you get there. – Bo Jackson
553.	Be sure to take the most direct route to your dreams. Never take your eyes off your goal, or you will loose course. Never look back in sorrow, or you will trip. – submitted by Joe Brown
554.	Success is the progressive realization of a worthy goal or ideal. – Earl Nightingale
555.	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
556.	Your goals are the road maps that guide you and show you what is possible for your life. – Les Brown
557.	First say to yourself what you would be; and then do what you have to do. – Epictetus
558.	What you get by achieving your goals is not as important as what you become by achieving your goals. – Zig Ziglar
559.	The great thing in this world is not so much where we are, but in what direction we are moving. – Oliver Wendell Holmes
560.	By losing your goal, you have lost your way. – Friedrich Nietzsche
561.	You have to know what you want to get. – Gertrude Stein
562.	You've got to be very careful if you don't know where you are going, because you might not get there. – Yogi Berra
563.	People with goals succeed because they know where they're going. – Earl Nightingale
564.	It doesn't matter where you are coming from. All that matters is where you are going. –

	Brian Tracy
565.	Shoot for the moon, even if you miss, you'll land amongst the stars. – Les Brown
566.	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
567.	Do it now. You become successful the moment you start moving toward a worthwhile goal. – Unknown
568.	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
569.	The pursuit of happiness is a most ridiculous phrase: If you pursue happiness you'll never find it. – C.P. Snow
570.	Happiness is more a state of health than of wealth. – Frank Tyger
571.	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
572.	Three grand essentials to happiness in this life are something to do, something to love and something to hope for. – Joseph Addison
573.	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, thought it is more likely that it will make you happy. – George Matthew Adams
574.	Happiness is a perfume you cannot pour on others without getting a few drops on yourself. – Ralph Waldo Emerson
575.	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
576.	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
577.	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
578.	Happiness is not a destination. It is a method of life. – Burton Hills
579.	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
580.	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

581.	The search for happiness is one of the chief sources of unhappiness. – Eric Hoffer
582.	It's pretty hard to tell what does bring happiness. Poverty and wealth have both failed. – KIN HUBBARD
583.	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. – Keller, Helen
584.	There is no point to samba if it doesn't make you smile. – Alma Guillermoprieto
585.	Life is to be fortified by many friendships. To love and to be loved is the greatest happiness of existence. – Sydney Smith
586.	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
587.	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
588.	Prosperity is living easily and happily in the real world, whether you have money or not. – Jerry Gellis
589.	It is not the place, nor the condition, but the mind alone that can make anyone happy or miserable. – Roger L'Estrange
590.	You have succeeded in life when all you really want is only what you really need. – Vernon Howard
591.	We are more interested in making others believe we are happy than in trying to be happy ourselves. – Francois Duc de la Rochefoucauld
592.	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
593.	Happiness will never come to those who fail to appreciate what they already have. – Anonymous
594.	Happiness is in the heart, not in the circumstances. – Anonymous
595.	Real happiness comes from inside. Nobody can give it to you. – Sharon Stone
596.	Happiness is the art of learning how to get joy from your substance. – Jim Rohn
597.	It doesn't get any better than this. – Author Unknown
598.	The happiness of your life depends on the quality of your thoughts. – Marcus A. Antoninus
599.	The foolish man seeks happiness in the distance, the wise grows it under his feet. – J. Robert Oppenheimer
600.	Men take only their needs into consideration, never their abilities. – Napoleon Bonaparte

601.	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
602.	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
603.	The consciousness of loving and being loved brings a warmth and richness to life that nothing else can bring. – Oscar Wilde
604.	Life is a succession of lessons which must be lived to be understood. – Thomas Carlyle
605.	Nor has he spent his life badly who has passed it in privacy. – Cicero
606.	The art of life is to know how to enjoy a little and to endure very much. – William Hazlitt
607.	Life is either a daring adventure or nothing. Security is mostly a superstition. It does not exist in nature. – Helen Keller
608.	Life's more amusing than we thought. – Andrew Lang
609.	As is a tale, so is life: not how long it is, but how good it is, is what matters. – Seneca
610.	Don't be afraid your life will end; be afraid that it will never begin. – Hansen, Grace
611.	Do not take life too seriously. You will never get out of it alive. – Hubbard, Elbert
612.	Death is more universal than life; everyone dies but not everyone lives. – Sachs, A.
613.	Life is partly what we make it, and partly what it is made by the friends we choose. – Tehyi, Hsieh
614.	Life without love is a shadow of things that might be. – Unknown
615.	Some people are so afraid to die that they never begin to live. – VanDyke, Henry
616.	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
617.	Find a purpose in life so big it will challenge every capacity to be at your best. – David O. McKay
618.	Life is a tragedy for those who feel, and a comedy for those who think. – Jean de la Bruyere
619.	Your living is determined not so much by what life brings to you as by what you bring to life. – John Homer Miller
620.	Live not one's life as though one had a thousand years, but live each day as the last. – Marcus Aurelius Antoninus
621.	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

622.	Here is the test to find whether your mission on earth is finished: If you're alive, it isn't. – Richard Bach
623.	Motivation is what gets you started. Habit is what keeps you going. – Jim Ryun
624.	People often say that motivation doesn't last. Well, neither does bathing - that's why we recommend it daily. – Zig Ziglar
625.	In my experience, there is only one motivation, and that is desire. No reasons or principle contain it or stand against it. – Jane Smiley
626.	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
627.	Motivation comes from within. – Author Unknown
628.	Strong lives are motivated by dynamic purposes. – Kenneth Hildebrand
629.	People who are unable to motivate themselves must be content with mediocrity, no matter how impressive their other talents. – Andrew Carnegie
630.	Be miserable. Or motivate yourself. Whatever has to be done, it's always your choice. – Wayne Dyer
631.	Desire is the starting point of all achievement, not a hope, not a wish, but a keen pulsating desire which transcends everything. – Napoleon Hill
632.	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
633.	You have a very powerful mind that can make anything happen as long as you keep yourself centered. – Dr. Wayne W. Dyer
634.	Men take only their needs into consideration, never their abilities. – Napoleon Bonaparte
635.	Opportunities? They are all around us... There is power living latent everywhere waiting for the observant eye to discover it. – Marden, Orison Swett
636.	Learn to smile at every situation. See it as an opportunity to prove your strength and ability. – Contributed by Joe Brown
637.	In the middle of difficulty lies opportunity. – Albert Einstein
638.	There is no security on this earth, there is only opportunity. – General Douglas MacArthur
639.	Opportunity is missed by most people because it is dressed in overalls and looks like work. – Thomas Edison
640.	If opportunity doesn't knock, build a door. – Milton Berle
641.	Opportunity dances with those who are ready on the dance floor. – H. Jackson Brown Jr.
642.	Don't wait for extraordinary circumstance to do good; try to use ordinary situations. – Charles Richter

643.	Do what you can, with what you have, where you are. – Theodore Roosevelt
644.	Too many people are thinking of security instead of opportunity. They seem more afraid of life than death. – James F. Byrnes
645.	The pessimist sees difficulty in every opportunity. The optimist sees the opportunity in every difficulty. – Winston Churchill
646.	I always tried to turn every disaster into an opportunity. – John D. Rockefeller, Jr.
647.	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
648.	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
649.	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.
650.	Look for opportunity. You can't wait for it to knock on the door. . . . you might not be home. – Jinger Heath
651.	Small opportunities are often the beginning of great enterprises. – Demosthenes
652.	A wise man will make more opportunities than he finds. – Francis Bacon
653.	Nowadays some people expect the door of opportunity to be opened with a remote control. – M. Charles Wheeler
654.	Some men go through a forest and see no firewood. – English Proverb
655.	It is no disgrace to start all over. It is usually an opportunity. – George Matthew Adams
656.	When written in Chinese, the word 'crisis' is composed of two characters—one represents danger, and the other represents opportunity. – John F. Kennedy
657.	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 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
658.	Opportunities are usually disguised as hard work, so most people don't recognize them. – Ann Landers
659.	Many an opportunity is lost because a man is out looking for four-leaf clovers. – Anonymous
660.	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
661.	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

662.	Water continually dropping will wear hard rocks hollow. – Plutarch
663.	God helps those who persevere. – The Koran
664.	The will to persevere is often the difference between failure and success. – David Sarnoff
665.	Perseverance is not a long race; it is many short races one after another. – Walter Elliott
666.	Persistence is to the character of man as carbon is to steel. – Napoleon Hill
667.	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
668.	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
669.	You may have to fight a battle more than once to win it. – Margaret Thatcher
670.	Water continually dropping will wear hard rocks hollow. – Plutarch
671.	Patience and perseverance have a magical effect before which difficulties disappear and obstacles vanish. – John Quincy Adams
672.	Great works are performed not by strength but by perseverance. – Samuel Johnson
673.	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
674.	A jug fills drop by drop. – Buddha
675.	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
676.	I'm proof that great things can happen to ordinary people if they work hard and never give up. – Orel Herhiser
677.	How long should you try? Until. – Jim Rohn
678.	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
679.	Perseverance allows you to get back on track when you hit a detour. – Catherine Pulsifer
680.	We can do anything we want to do if we stick to it long enough. – Helen Keller
681.	Perseverance is failing nineteen times and succeeding the twentieth. – Julie Andrews
682.	Men are born to succeed, not fail. – Henry David Thoreau
683.	Nothing happens until I make it happen. – contributed by: Scott Wilson
684.	That some achieve great success, is proof to all that others can achieve it as well. – Abraham Lincoln
685.	People seldom see the halting and painful steps by which the most insignificant success

	is achieved. – Anne Sullivan
686.	The dictionary is the only place where success comes before work. – Mark Twain
687.	Do not let what you cannot do interfere with what you can do. – John Wooden
688.	Ones best success comes after their greatest disappointments. – Henry Ward Beecher
689.	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
690.	Thre is only one success - to be able to spend your life in your own way. – Christopher Morley
691.	What would you attempt to do if you knew you would not fail? – Robert Schuller
692.	Success seems to be largely a matter of hanging on after others have let go. – William Feather
693.	The gent who wakes up and finds himself a success hasn't been asleep. – Wilson Mizner
694.	Success usuallly comes to those who are too busy to be looking for it. – Henry David Thoreau
695.	Success is the sum of small efforts, repeated day in and day out. – Robert Collier
696.	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
697.	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
698.	Do a little more each day than you think you possibly can. – Lowell Thomas
699.	People rarely succeed unless they have fun in what they are doing. – Dale Carnegie
700.	Success is never wondering what if. – Karrie Huffman
701.	It takes 20 years to make an overnight success. – Eddie Cantor
702.	Success is getting what you want, and happiness is wanting what you get. – Dave Gardner
703.	The first and most important step toward success is the feeling that we can succeed. – Nelson Boswell
704.	Time stays long enough for anyone who will use it. – Leonardo Da Vinci
705.	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
706.	Many of us spend half our time wishing for things we could have if we didn't spend half our time wishing. – Alexander Woollcott
707.	Time heals what reason cannot. – Seneca

708.	Nothing is a waste of time if you use the experience wisely. – Auguste Rodin
709.	Time is a great teacher, but unfortunately it kills all its pupils. – Hector Berlioz
710.	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, Michaelangelo, Mother Teresa, Leonardo da Vinci, Thomas Jefferson, and Albert Einstein. – H. Jackson Brown
711.	You will never find time for anything. If you want time you must make it. – Charles Buxton
712.	It is never too late to be what you might have been. – George Eliot
713.	It takes time to build a castle. – Irish Proverb
714.	A minute now is better than a minute later. – Anonymous
715.	Today is the tomorrow we worried about yesterday. – Anonymous
716.	One thing you can't recycle is wasted time. – Anonymous
717.	You may delay, but time will not. – Benjamin Franklin
718.	Half our life is spent trying to find something to do with the time we have rushed through life trying to save. – Will Rogers
719.	Just as you began to feel that you could make good use of time, there was no time left to you. – Lisa Alther
720.	Time is the most valuable thing a man can spend. – Diogenes Laetius
721.	The value of life lies not in the length of days, but in the use we make of them ... – Michel de Montaigne
722.	Time is really the only capital that any human being has, and the only thing he can't afford to lose. – Thomas Edison
723.	We must use time as a tool, not as a crutch. – John F. Kennedy
724.	Nothing is worth more than this day. – Goethe
725.	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
726.	One today is worth two tomorrows. – Franklin
727.	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? – Author Unknown
728.	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