

Quotes Relevant to SOSLtd Work

- "A belief is not merely an idea the mind possesses, it is an idea that possesses the mind."
- "He that is too secure is not safe."
- "We may achieve climate but weather is thrust upon us."
- "Good behavior is the last refuge of mediocrity."
- "A man's actions are motion pictures of his beliefs."
- "Without a good reason for doing a thing, we have a fine reason for leaving it alone."
- "Tunnel vision is the degenerative disease of specialists."
- "Eternity has no gray hairs."
- "As people think, so they are."
- "People are more easily led than driven."
- "A good leader is a good follower."
- "Don't measure my corn by your bushel."
- "Benefits, like flowers, please most when they are fresh."
- "Write injuries in dust, benefits in marble."
- "Success comes in cans, failures in can'ts."
- "Logic is necessary, since without its assistance you cannot so much as know whether it is necessary or not?" **Epictetus**
- "We give and grow."

- "Not what we give, but what we share makes us great."
- "It is not what we give but how we give it that counts."
- "Reflection insures safety, but rashness is followed by regrets."
- "Change of pasture makes fat calves."
- "Don't let fear hold you back." "Fear is a great inventor."
- "Little by little the BIRD builds his nest."
- "Without measure medicine will become poison."
- "If you can't measure, you can't manage." **Peter Drucker**
- "Inspiration for writing is mostly the *application* of the seat of the pants to the seat of the chair."
- "Success never needs an *excuse*."
- "Don't make *excuses*; make good."
- "The only thing we have to believe in is belief itself."
- "I sought to place before mankind the common sense of the subject in terms so plain and firm as to command their ascent."
Thomas Jefferson
- "God is just and His justice cannot sleep forever." **Thomas Jefferson**
- "The measure of success is not whether you have a tough problem to deal with but whether it is the same problem you had last year." **John Foster Dulles**
- "True commitment transforms us." and "What is important is mind and spirit." "Why do we need adversity to appreciate

things?" and "Things happen for a reason; it is our job to find the reason." **Christopher Reeve**

- "Some men are just as firmly convinced of what they think as others are of what they know." **Aristotle**, (384-322 B.C.) 'Nicomachean Ethics'
- "For where your treasure is, there will your heart be also." (**Luke 12:34**)
- "What we insistently desire, over time, is eventually what we will become." **Neal A. Maxwell**
- "What is past is prologue."
- "Joys are our wings, sorrows our spurs." **Jean Paul Richter**
- "Troubles are like babies; they only grow if you nurse them."
- "I don't mind being educated in the school of hard knocks -- it's the refresher courses I keep getting that are the trial."
- "A man must make his opportunity, as oft as find it." **Francis Bacon**
- "Do not wait for extraordinary circumstances to do good; try to use ordinary situations." **Jean Paul Richter**
- "Many are seeking opportunities when they really need an oculist."
- "The man who loses his opportunity loses himself."
- "Nothing ever comes to pass without a cause."
- "Falsehoods not only disagree with truths, but usually quarrel among themselves." **Daniel Webster**

- “A liar is not believed when though he tell the truth.” **Marcus Tullius Cicero**
- “He that does good for good’s sake seeks neither praise nor reward, though sure of both at last.” **William Penn**
- “Nature does not bestow virtue; to be good is an art.” **Seneca**
- “Persistence will accomplish more than force.”
- “Perseverance is the keynote to success.”
- “Perseverance is failing nineteen times and succeeding the twentieth.”
- "A business with an income at its heels always furnishes oil for its own wheels."
- "Business is like a car: it will not run by itself, except downhill."
- "Business is never so healthy as when, like a chicken, it must do a certain amount of scratching for what it gets."
- "Drive your business or it will drive you."
- “Social reform is not to be secured by noise and shouting...but by the awakening of thought and the progress of ideas.”
HENRY GEORGE
- "The deeper the foundation the stronger the house." **MAX DE PREE**
- "Understand that what we believe precedes policy and practice." **MAX DE PREE**
- "As practice is to policy, so style is to belief. Style is merely a consequence of what we believe, of what is in our heads."
MAX DE PREE

- "He comes too early who brings bad news."
- "He knocks boldly who brings good news."
- "Whenever everybody tends to his own business, news is scarce."
- "Nothing ever comes to pass without a cause."
- "He who is no friend to the good cause is no friend of mine."
- "Better a mistake avoided than two corrected."
- "One foolish mistake can undo a lifetime of happiness."
- "Cooperation is the natural law of progress."
- "If you don't believe in cooperation, watch what happens to a wagon when one wheel comes off."
- "Simplicity is truth's most becoming garb."
- "Simple things in life are best."
- "Wisdom promises Godliness *and* safety."
- "By others' faults wise men correct their own."
- "Admitting error clears the score and proves you wiser than before."
- "A nation's [or a business's] health is a nation's wealth."
- "If you lack health you lack everything."
- "He who has health has hope, and he who has hope has everything."

- "Good actions give strength to ourselves and inspire good actions in others."
- "Inspiration is nine-tenths perspiration."
- "What goes around comes around."
- "A man without thought of the future must soon have present sorrow."
- "Planning for your future saves you from regretting your past." [But,] "May the best of your past be the worst of your future."
- "Reflection insures safety, but rashness is followed by regrets."
- "The obvious choice is usually a quick regret."
- "He who desires but acts not, breeds pestilence." **BLAKE**
- "Perfection is attained by slow degrees; it requires the hand of time." **FRANCOIS MARIE VOLTAIRE**
- "Though this be madness, yet there is method in't." **WILLIAM SHAKESPEARE**
- "The buyer needs a thousand eyes; the seller wants but one."
- "Buy what you do not need and you will soon need what you cannot buy." or "He who buys what he does not need steals from himself." **BENJAMIN FRANKLIN**
- "Finance is the art of using other people's money to acquire some for yourself."
- "In every rank, both great and small, 'tis industry that supports us all."
- "The execution of the laws is more important than the making of them." **THOMAS JEFFERSON**

- "Laws too gentle are seldom obeyed; too severe, seldom executed." **BENJAMIN FRANKLIN**
- "Freedom of the press is like a flaming sword."
- "Health is worth more than learning."
- "Health is the first muse."
- "Health is a call loan."
- "*Delivery* makes the deed valid."
- "Never let your education interfere with your intelligence."
- "One pound of learning requires ten pounds of common sense to use it."
- "The weed of crime bares bitter fruit."
- "Whenever a man commits a crime, God finds a witness."
- "Poverty is the mother of crime; want of sense is the father."
- "Crimes like virtues have their own reward."
- "In the end, it's not the years in your life that count but the life in your years." **ABRAHAM LINCOLN**
- We must be the change we want to see in the world. **MAHATMA GANDHI**
- Awareness is the first step to positive change. **LESLIE C. AUILAR**
- We become what we think about. **EARL NIGHTINGALE**
- Triumph often is nearest when defeat seems inescapable. **B.C. FORBES**

- Many of life's failures are men who did not realize how close they were to success when they gave up. **THOMAS EDISON**
- Courage is fear holding on a minute longer. **GEORGE S. PATTON**
- The game of business is very much like the game of tennis. Those who fail to master the basics of serving well, usually lose. **Unknown**
- It's not the employer who pays the wages. Employers only handle the money. It's the customer who pays the wages. **HENRY FORD**
- Acting in accord with our beliefs and values - walking the talk - is one of the greatest challenges each of us faces every day. **ERIC HARVEY & AL LUCIA**
- Why does the thrill of soaring have to begin with the fear of falling? **MOTHER EAGLE**
- Goals are for the future; values are for now. Goals are set; values are lived. Goals change; values are rocks that you can count on. **SHELDON BOWLES**
- I think we all have a little voice inside us that will guide us...if we shut out all the noise and clutter from our lives and listen to that voice, it will tell us the right thing to do. **CHRISTOPHER REEVE**
- Leaders don't force people to follow – they invite them on a journey. **CHARLES S. LAUER**
- Real integrity is doing the right thing, knowing that nobody's going to know whether you did it or not. **OPRAH WINFREY**
- Being powerful is like being a lady. If you have to tell people you are, you aren't. **MARGARET THATCHER**
- The purpose of life is a life of purpose. **RALPH WALDO EMERSON**
- Life can be seen through your eyes, but it is not fully appreciated until it is seen through your heart. **MARY XAVIER**

- Some men see things as they are and say why. I dream of things that never were and say why not. **ROBERT F. KENNEDY**
- The only real mistake is the one from which we learn nothing. **JOHN POWELL**
- Find what makes your heart sing and create your own music. **MAC ANDERSON**
- The true meaning of life is to plant trees under whose shade you do not expect to sit. **NELSON HENDERSON**
- A leader's job is to look into the future and see the organization, not as it is, but as it should be. **JACK WELCH**
- Life is either a daring adventure or nothing. **HELEN KELLER**
- Tell me what you pay attention to and I will tell you who you are. **JOSE ORTEGA Y GASSET**
- Make sure you walk the talk – earn the right to hold others to high standards by meeting them yourself. **ERIC HARVEY**
- Only three percent of adults have written goals, and everyone else works for them. **BRIAN TRACY**
- Knowing is not enough; we must apply. Willing is not enough; we must do. **JOHANN WOLFGANG von GOETHE**
- Real optimism is aware of problems but recognizes solutions; knows about difficulties but believes they can be overcome; sees the negatives, but accentuates the positives; is exposed to the worst but expects the best; has reason to complain, but chooses to smile. **WILLIAM ARTHUR WARD**
- It is only by doing things others have not that one can advance. **GEORGE S. PATTON**
- Life is ten percent what you make it and ninety percent how you take it. **BEN FRANKLIN**
- Give people a fact or an idea and you enlighten their minds; tell them a story and you touch their souls. **HASIDIC PROVERB**

- When you hire people that are smarter than you are, you prove you are smarter than they are. **R.H. GRANT**
- I can change only myself, but sometimes that is enough. **RUTH HUMLECKER**
- Until you accept total responsibility — no matter what — you will not be able to put plans in place to accomplish your goals. **DAVID COTTRELL**
- He who loses wealth loses much; he who loses a friend loses more; but he that loses his courage loses all. **MIGUEL DE CERVANTES**
- People often say that motivation doesn't last. Well, neither does bathing – that's why we recommend it daily. **ZIG ZIGLER**
- Knowing what's right is absolutely critical to business ethics, but it's just half the battle. You see, ethics "happens" only when **good beliefs lead to good behaviors.** **ERIC HARVEY**
- By concentrating single-mindedly on your most important task, you can reduce the time required to complete it by 50 percent or more. **BRIAN TRACY**
- "What is the single illuminating thing which shines its light on all the elements of the best parts of your life (the sound of which makes your heart sing and your feet dance)?" Answer that and then know: that is the thing you must do. **MARY ANNE RADMACHER**
- Dare to dream of your great success. Become intimate with those things which deeply motivate you and regularly work toward the realization of that mission. **MARY ANNE RADMACHER**
- Starting right now, work on adopting the mindset that you're a huge stakeholder in the success of your organization. Fact is, you really are one. **STEVE VENTURA**
- "Right now you are one choice away from a new beginning."
OPRAH WINFREY

- Just as your car runs more smoothly and requires less energy to go faster and farther when the wheels are in perfect alignment, you perform better when your thoughts, feelings, emotions, goals, and **values** are in balance. **BRIAN TRACY**
- Before coaching or exerting any effort as a leader, ask yourself these three questions: 1.) Who am I trying to convince? 2.) What do I want them to do? 3.) Why do I want them to do it? **LINDA BYARS SWINDLING**
- You are the storyteller of your own life and you can create the legend or not. **ISABEL ALLENDE**
- Despite the codes of ethics, the ethics programs, and the special departments — corporations don't make the ultimate decisions about ethics. Ethical choices are made by individuals. **M. EUEL WADE, JR.**
- When the best leader's work is done, the people say "we did it ourselves." **LAO TZU**
- For every person in every organization, there comes a moment when he or she must have the courage to step forward and meet the needs of the time. Regardless of whether your time is now or in the future, you must be prepared and willing to seize that moment as a courageous leader! **DAVID COTTRELL**
- To survive and prosper, you and your organization must be able to achieve "big things" throughout each year ... You can't get those big things done without effective leadership. **SANTA CLAUS**
- The best leader is the one who has the sense to surround himself (or herself) with winning people. **UNKNOWN**
- Although your customers won't love you if you give bad service, your competitors will! **KATE ZABRISKIE**
- I always tried to turn every disaster into an opportunity. **JOHN D. ROCKEFELLER**
- Employees have a simple yet accurate way of figuring out what's important at work. They just look at what their leaders

pay attention to — what the bosses talk about and focus on.

ERIC HARVEY

- No act of kindness is ever wasted. **AESOP**
- A strong positive mental attitude will create more miracles than any wonder drug. **PATRICIA NEAL**
- Commit to taking total responsibility for everything that happens to you. This one change in thinking has the power to launch you to the world-class level faster than any other single idea.

STEVE SIEBOLD

- There comes a special moment in everyone's life, a moment for which that person was born. That special opportunity, when he seizes it, will fulfill his mission — a mission for which he is uniquely qualified. In that moment, he finds greatness. It is his finest hour. □ **WINSTON CHURCHILL**

- Man will occasionally stumble over the truth...but he will usually pick himself up and carry on. **WINSTON CHURCHILL**

- When considering change, remember — there is an emotional connection necessary for people to commit to new ways.

STACY AARON

- The most difficult subject can be explained to the most slow-witted man if he has not formed any idea of them already; but the simplest thing cannot be made clear to the most intelligent man if he is firmly persuaded that he knows already, without a shadow of doubt, what is laid before him. **LEO TOLSTOY**

- I often say that when you can measure what you are speaking about, and express it in numbers, you know something about it; but when you cannot express it in numbers, your knowledge is of a meagre and unsatisfactory kind; it may be the beginning of knowledge, but you have scarcely, in your thoughts, advanced

to the stage of *science*, whatever the matter may be. **LORD KELVIN**

- Sometimes if you want to see a change for the better, you have to take things into your own hands. **CLINT EASTWOOD**
- Today I will do what others won't, so tomorrow I can accomplish what others can't. **JERRY RICE**
- Always do right. This will surprise some people and astonish the rest. **MARK TWAIN**
- Leadership is the art of getting someone else to do what you want done because he wants to do it. **DWIGHT D. EISENHOWER**
- Imagination is everything. It is the preview of life's coming attractions. **ALBERT EINSTEIN**
- It is literally true that you can succeed best and quickest by helping others to succeed. **NAPOLEON HILL**
- Honesty is the cornerstone of all success, without which confidence and ability to perform cease to exist. **MARY KAY ASH**
- First we make our attitudes. Then our attitudes make us.
- There are two lasting bequests we can give our children -- one is roots; the other is wings. **HODDING CARTER**
- We are not here to merely make a living. We are here to enrich the world, and we impoverish ourselves if we forget this errand. **WOODROW WILSON**
- Learn from yesterday, live for today and hope for tomorrow.

The important thing is not to stop questioning. **ALBERT EINSTEIN**

- We immediately become more effective when we decide to change ourselves rather than asking things to change for us. **STEPHEN COVEY**
- Against the force of laughter nothing can stand. **MARK TWAIN**
- If you have an important point to make, don't try to be subtle or clever. Use a pile driver. Hit the point once. Then come back and hit it again. Then hit it a third time with a tremendous whack. **WINSTON CHURCHILL**
- Nothing great was ever achieved without enthusiasm. **RALPH WALDO EMERSON**
- Just as your car runs more smoothly and requires less energy to go faster and farther when the wheels are in perfect alignment, you perform better when your thoughts, feelings, emotions, goals, and values are in balance. **BRIAN TRACY**
- What happens when you believe something with all your heart? Belief fuels enthusiasm, and determined enthusiasm explodes into passion. It fires our souls and uplifts our spirits. **MAC ANDERSON**
- Respect for ourselves guides our morals; respect for others guides our manners. **LAURENCE STERNE**
- If everybody else is doing it one way, there's a good chance you can find your niche by going in exactly the opposite direction. But be prepared for a lot of folks to wave you down and tell you you're headed the wrong way. **SAM WALTON**
- It's not what we leave our kids; it's what we leave within them

that counts. □ **VALERIE SOKOLOSKY**

- When your values are clear to you, making decisions becomes easier. **ROY DISNEY**
- Entrepreneurs see opportunity where others do not. Listen to the concerns of others. (They may have thought of something you haven't.) But, trust your own judgment and believe in your own idea. If you don't, who will? **MAC ANDERSON**
- A teacher affects eternity; he can never tell where his influence stops. **HENRY BROOKS ADAMS**
- Fear less, hope more; Eat less, chew more; Whine less, breathe more; Talk less, say more; Love more, and all good things will be yours. **SWEDISH PROVERB**
- I believe that the very purpose of life is to be happy. From the very core of our being, we desire contentment. In my own limited experience I have found that the more we care for the happiness of others, the greater is our own sense of well-being. **DALAI LAMA**
- ***Swim against the tide of opinion:*** Decide that happiness is an essential part of a life well lived. **HUGH PRATHER**
- I always wondered why somebody didn't do something about that, then I realized I was somebody. **LILY TOMLIN**
- True friendship is at the core of any happy life. If our family is our root system, our friends are our fellow branches. We're all striving together, supporting one another, providing shade and comfort. **ADDIE JOHNSON**
- It's up to us to determine our happiness. No one else is in charge. No one else is to blame. No one else gets the credit.

Our happiness is tied to our willingness to be responsible for our own moods. That's a certainty — one of few in this life.

KAREN CASEY

- What lies behind us and what lies before us are tiny matters compared to what lies within us. **RALPH WALDO EMERSON**
- Love your enemy. It will drive him nuts. **ELEANOR DOAN**
- A house is not a home unless it contains food and fire for the mind as well as the body. **BENJAMIN FRANKLIN**
- There are two ways of spreading light: to be the candle or the mirror that reflects it. **EDITH WHARTON**
- Great things are not done by impulse, but by a series of small things brought together. **VINCENT VAN GOGH**
- Each one of us has to find his peace from within. And peace, to be real, must be unaffected by outside circumstances.
GANDHI
- It is the service we are not obliged to give that people value most. **JAMES C. PENNEY**
- All truths are easy to understand once they are discovered. The point is to discover them. **GALILEO**
- Making the simple complicated is commonplace; making the complicated simple, awesomely simple – that's creativity. □
CHARLES MINGUS
- I choose to risk my significance. To live so that which came to me as seed goes to the next as blossom, and that which came to me as blossom, goes on as fruit. **DAWNA MORKOVA**

- The ability to simplify means to eliminate the unnecessary so that the necessary may speak. **HANS HOFMANN**
- Guidelines, rules, and principles to live by are just words – unless you actually live by them. To be the trusted and respected leader whom others will want to follow, you must...practice what you preach. **ERIC HARVEY**
- I expect to pass through life but once. If therefore, there can be any kindness I can show, or any good thing I can do to any fellow being, let me do it now, and not defer or neglect it, as I shall not pass this way again. **WILLIAM PENN**
- Imperfect action is better than perfect inaction. **HARRY TRUMAN**
- Happy, contented people make conscious, careful choices about their life focuses that endorse their individual values. **GAIL MCMEEKIN**
- A culture of accountability makes a good organization great and a great organization unstoppable. **HENRY J. EVANS**
- The man who can drive himself further once the effort gets painful is the man who will win. The principle is competing against yourself. It's about self-improvement, about being better than you were the day before. **STEVE YOUNG**
- A culture of accountability makes a good organization great and a great organization unstoppable. **HENRY J. EVANS**
- A golden rule of effective persuasion is to deal with the decision makers whenever possible. Here are some other powerful tips:
 - Realize what limits the other side faces.
 - Identify where approval may be needed.

•Assist the other side in "selling" the deal to other stakeholders.

LINDA BYARS SWINDLIN

- Problems do not go away. They must be worked through or else they remain, forever a barrier to the growth and development of the spirit. **M. SCOTT PECK**
- Tell a man there are 300 billion stars in the universe and he'll believe you. Tell him a bench has wet paint on it and he'll have to touch it to be sure. **MURPHY'S LAW**
- The very best way to ensure that people will continue doing what you want is to give them recognition when they do it. This is especially true when it comes to practicing values. **BUD BILANICH**
- Fear less, hope more; Eat less, chew more; Whine less, breathe more; Talk less, say more; Love more, and all good things will be yours. **SWEDISH PROVERB**
- Those who dare to fail miserably can achieve greatly. **JOHN F. KENNEDY**
- There comes a special moment in everyone's life, a moment for which that person was born. That special opportunity, when he seizes it, will fulfill his mission — a mission for which he is uniquely qualified. In that moment, he finds greatness. It is his finest hour. **WINSTON CHURCHILL**
- The circumstances of our lives have as much power as we choose to give them. **DAVID MCNALLY**
- A pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty. **WINSTON CHURCHILL**
- Things turn out best for the people who make the best of the way things turn out. **JOHN WOODEN**

- Competitors may approximate your products, replicate your services, and even install the same leading-edge technologies that you use, but they cannot duplicate your people. Fact is, its workforce is the only truly sustainable competitive advantage any business has. **RICH LAYTON**
- Just as your car runs more smoothly and requires less energy to go faster and farther when the wheels are in perfect alignment, you perform better when your thoughts, feelings, emotions, goals, and values are in balance. **BRIAN TRACY**
- Find someone in your life who demonstrates passion in their field of endeavor. Interview them; learn from them; find out why they are so excited about what they are doing. Studying the passion in others will likely spark more passion in YOU! **SCOTT V. BLACK**
- Clarity in communication is integral to the success of any meeting. Without it, the only things you'll be pulling out of your hat are misunderstanding, misinterpretation, and a lot of confusion. **TONY JEARY**
- For every person in every organization, there comes a moment when he or she must have the courage to step forward and meet the needs of the time. Regardless of whether your moment is now or sometime in the future, you must be ready. **DAVID COTTRELL**
- Leadership is practiced not so much in words as in attitude and in actions. **HAROLD S. GENEEN**
- They may forget what you said... but they will never forget how you made them feel. **CARL W. BUECHNER**
- People often say that motivation doesn't last. Well, neither does bathing – that's why we recommend it daily! **ZIG ZIGLER**
- The circumstances of our lives have as much power as we choose to give them. **DAVID McNALLY**

- Your past is important because it brought you to where you are, but as important as your past is, it is not nearly as important as the way you see your future. **DR. TONY CAMPOLO**
- The first thing is to be honest with yourself. You can never have an impact on society if you have not changed yourself...Great peacemakers are all people of integrity, of honesty, and humility. **NELSON MANDELA**
- There are two ways to live your life. One is as though nothing is a miracle. The other is as though everything is a miracle. **ALBERT EINSTEIN**
- The real beginning of influence comes as others sense you are being influenced by them — when they feel understood by you — that you have listened deeply and sincerely, and that you are open. **STEPHEN COVEY**
- Respect is the key determinant of high performance leadership. How much people respect you determines how well they perform. **BRIAN TRACY**
- If you don't like something change it; if you can't change it, change the way you think about it. **MARY ENGELBREIT**
- In the end, it is important to remember that we cannot become what we need to be by remaining who we are. **MAX DePREE**
- Cooperation is the thorough conviction that nobody can get there unless everybody gets there. **VIRGINIA BURDEN**
- Forgiveness does not change the past, but it does enlarge the future. **PAUL BOESE**
- They may forget what you said, but they will never forget how you made them feel. **CARL W. BUECHNER**

- I learned that we can do anything, but we can't do everything ... at least not at the same time. So think of your priorities not in terms of what activities you do, but when you do them. Timing is everything. **DAN MILLMAN**
- Imagination is everything. It is the preview of life's coming attractions. **ALBERT EINSTEIN**
- Be careful of your thoughts, for your thoughts become your words. Be careful of your words, for your words become your actions. Be careful of your actions, for your actions become your habits. Be careful of your habits, for your habits become your values. Be careful of your values, for your values become your destiny. **AUTHOR UNKNOWN**
- “Having heard all this, you may choose to look the other way...but you can never say again that you did not know.” **WILLIAM WILBERFORCE** (1759-1833) Note: Slave trade abolished 1807.
- “It is one of the most beautiful compensations of this life that no man can sincerely try to help another without helping himself.” **RALPH WALDO EMERSON**
- “There are no hopeless situations; there are only men who have grown helpless about them.” **CLARE BOOTHE LUCE**
- “The only reason some people get lost in thought is because it’s unfamiliar territory.” **ACTOR PAUL FIX**
- “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**
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