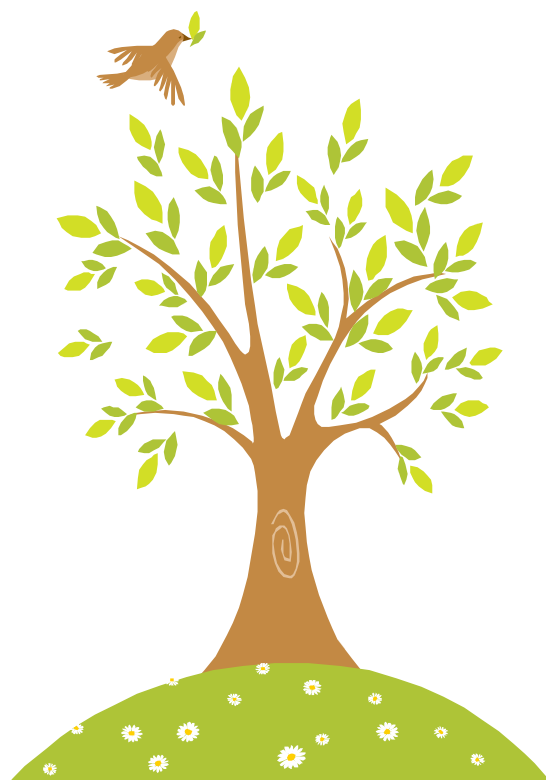


*Max Learning's*

# Inspiration Log

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# The Need For Inspiration



In school or in work, what makes one person succeed while others fail?

Are successful people just lucky? Or were they born with all the advantages? Whenever most of us see or read about successful people, whether they be famous movie stars, prosperous entrepreneurs, or wealthy investors, living in expensive houses and driving expensive cars, we tend to think they have always been successful. But behind every such person is a story of struggle and courage.

One of my passions is to read biographies of famous people. I've never once read about an individual who had "instant" success. The path to accomplishment and prosperity was paved with years of preparation, failures, and setbacks. Some made tremendous fortunes only to lose them later, sometimes more than once. Others suffered personal or family hardships that would have destroyed less determined people.

Most of the successful people I've read about were not the brightest in school nor the most talented. Achievement did not come easily to them. But something made them different. What was it?

I found that the most prominent reason for their success was that no matter how bad their situation, no matter how bleak things seemed, these people NEVER GAVE UP!

Why do some people never give up? One answer is *inspiration*. Successful people are inspired by the experiences of others who have confronted and overcome tremendous odds. Knowing that others have done it, they feel that they can too.

School and work are about more than knowledge and skills. All the learning in the world is useless without the drive and desire to apply it!

There will be times when you get discouraged and feel like giving up. If you truly desire success you must have a mission, goal, or purpose in life, or you'll never persist through the inevitable hard times.

Let the lives of others inspire you. Get involved so you can *make a difference* during your short time on this planet.

This Inspiration Log contains quotes and articles that have inspired me over the years. As you read them, highlight the ones that are especially meaningful to you. As you come across others add them to this log.

The payoff will be a more optimistic outlook on life, more happiness, and more success!

*Max*

*School and work are about more than knowledge and skills. All the learning in the world is useless without the drive and desire to apply it!*

# Portrait Of An Achiever

*Who was this famous person?*

- Failed in Business, Bankrupt 1831
- Defeated for State Legislature 1832
- Failed in Business, Bankrupt 1834
- Fiancée died 1835
- Suffered Nervous Breakdown 1836
- Defeated in Election 1838
- Defeated for U.S. Congress 1843
- Defeated again for U.S. Congress 1848
- Defeated for U.S. Senate 1855
- Defeated for U.S. Vice President 1856
- Defeated again for U.S. Senate 1858



- Elected President of the United States 1860

*You cannot fail...unless you quit!*

## What Makes A Winner?

**Winners take chances.**

Like everyone else, they fear failing, but they refuse to let fear control them.

**Winners don't give up.**

When life gets rough, they hang in until the going gets better.

**Winners are flexible.**

They realize there is more than one way and are willing to try others.

**Winners know they are not perfect.**

They respect their weaknesses while making the most of their strengths.

They stubbornly refuse to let a fall keep them from climbing.

**Winners don't blame...**

fate for their failures nor luck for their successes.

Winners accept responsibility for their lives.

**Winners are positive thinkers...**

who see good in all things. From the ordinary, they make the extraordinary.

**Winners believe in the path they have chosen...**

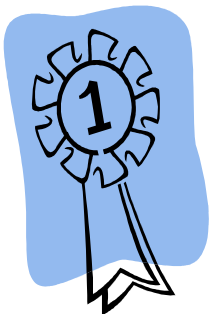
even when it's hard, even when others can't see where they are going.

**Winners are patient.**

They know a goal is only as worthy as the effort that's required to achieve it.

**Winners are people like you.**

They make this world a better place to be.



Nancye Sims

# Perfection, Success, & Criticism

From *The Joy of Working* by Denis Waitley & Reni Witt

## PERFECTION

There's the belief that certain people do everything right; that they never make mistakes and their plans never fail. There is the presumption that only if you're perfect, perfect all the time, only then do you have the "right stuff" to succeed. Nothing could be further from the truth.

- The greatest quarterbacks complete only six out of 10 passes.
- The best basketball players only make about one-half of their shots.
- Major-league baseball players make first base only forty percent of the time and that includes walks.
- Top oil companies, even with the consultation of expert geologists, find oil in only one well in ten.
- A successful TV actor is turned down 29 out of 30 times after auditioning for roles in commercials.
- Winners in the stock market make money on only two out of five investments.

It's not enough to plan; it's necessary to persevere. Trying once will not do; you've got to try and try again. Success depends on staying power. Perseverance is hanging in there when the odds stack up against you. Perseverance is not complaining, but sustaining.

## OVERNIGHT SUCCESS

Overnight success is a myth. Every single human being who has tried to accomplish something worthwhile has failed numerous times first. It takes practice, patience, and persistence to build the experience to succeed. This is true with learning to work a word processor, close a sale, operate heavy machinery, negotiate business transactions, and motivate people. While it is true that success breeds success, it's not necessarily true that failure breeds failure.

Some people say failure is a waste. And it would be if left in your subconscious mind to ferment and rot....The joy of working means focusing on future successes and forgetting past failures. Use errors and mistakes as a way to learn—then dismiss them from your mind.

[Some] destroy their self-confidence by replaying past failures and forgetting all about their past successes. They not only remember failures, they engrave them in their minds with emotion. People who never succeed condemn themselves for every failure. On the other hand, people who enjoy their work in spite of setbacks know that it doesn't matter how many times they have made mistakes. What matters is the concentrated attempt to learn from each failure and to improve their performance next time around.

## LEARNING FROM CRITICISM

It's difficult to face criticism. Most of us have a horror of being wrong. We were taught as children that making mistakes is bad; it makes us unworthy of love. But we can learn to act in spite of our emotions.

After criticism, don't dwell on your feelings of disappointment or injustice or anger. Instead, direct your energies outward to come up with a definite plan to overcome the criticism and get back on track. Then share your plan with others affected by your actions. Rather than spending time and energy displacing blame, work together to get the problem solved.

Other times we are too quick to blame ourselves: "It's all my fault." "I can never get anything right." The danger lies, not in accepting blame if it is warranted, but embracing blame. Self-talk quickly reverts to "I'm a klutz. I'm a failure." So next time you make the same error. Or you have yourself so convinced of your klutziness, you don't even try again.

***Paradoxically, failure can actually become comfortable.***

It's much easier to settle into mindless self-pity than it is to think hard about yourself and how next time you can succeed....Your self-talk should be "This was not worthy of me. Next time I'll do better." Or "I failed to consider this factor. In the future I will know to take it into account." This is what is meant by "learning from your mistakes."

# Attitude: You have a Choice!

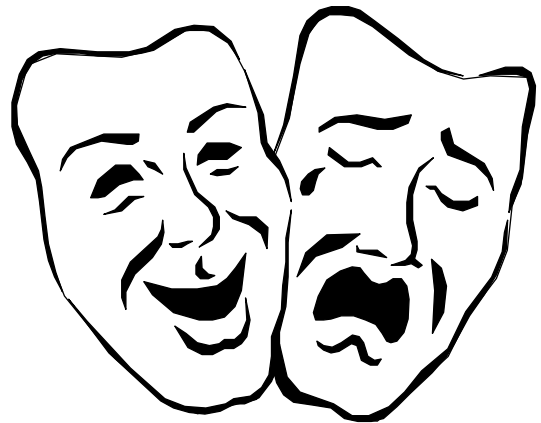
Attitude to me is more important than facts. It is more important than the past, than education, than money, than circumstances, than failures, than successes, than what other people think or say or do. It is more important than appearance, giftedness or skill. It will make or break a company...a church...a home.

The remarkable thing is we have a choice everyday regarding the attitude we will embrace for that day. We cannot change our past...we cannot change the fact that people will act in a certain way. We cannot change the inevitable. The only thing we can do is play on the one string we have, and that is our attitude.

I am convinced that life is 10% what happens to me and 90% how I react to it. And so it is with you. We are in charge of our attitudes. Charles Swindoll

At times most of us quarrel with our fate: If only I were more intelligent, more successful, more assertive. If only my parents had been more loving. But this is a loss of time, a loss of energy, a loss of happiness. It is senseless, because fate is not subject to negotiation, change or compromise. Its "givenness" is total.

But that is only half the story. For the total "givenness" of our fate is matched by the total freedom we have to react to our fate. It is as if we were dealt a hand of cards. Once we have them, we are free to play them as we choose. G. Peter Fleck



Are you spending your time with positive people?...The success that you will attain is greatly influenced by the people with whom you associate....Negative people will always drag you down to their level. They hammer away at you with all of the things you can't do and all of the things that are impossible. They barrage you with gloomy statements about the lousy economy, the problems in their life, the problems soon to be in your life, and the terrible prospects for the future.

After listening to toxic people (energy vampires; dream killers) you feel listless, depressed and drained....If you had a choice wouldn't you rather hang out with nourishing people?...people who are: a) goal-directed; b) action-oriented; and c) service-oriented.

Well, in fact, you do have a choice:

- If you regularly have lunch with toxic people at work, stop....find a diplomatic way of extricating yourself from this "poisonous" group.
- If you have a toxic relative...put some limits on your involvement with them....This does not mean that you abandon [them]....However, you should not go out of your way to call that person several times each day if he or she is going to put you down or fill the conversation with negative remarks.
- Join ...organizations [whose] members share your values, your goals and your positive attitude.
- Form your own group, even if this consists of only you and one or two friends.

As you increase your associations with nourishing people, you will feel better about yourself and about your ability to achieve your goals. You will become a more positive, upbeat person the kind of person others love to be around. Adapted from *Associate With Positive People* by Jeffrey Keller

# The Power of Pain

Adapted from *Tapping Your Secret Source of Power* by Lee Buck

Winston Churchill once said that most of the work of the world is performed by people who don't feel well. Discomfort seems to bring out the best in us. Many people despite suffering maladies and illness, have been able to make vast contributions to mankind.

Albert Einstein suffered from severe stomach pain intermittently for thirty years. Though it was diagnosed as a gallbladder ailment, it was never relieved. "When I suffer such an attack," he wrote, "I can often work very successfully. It does not seem to be very favorable for the imagination if one feels too well."

Sigmund Freud took Einstein's thought one step further: "I have long known that I can't be industrious when I am in good health. On the contrary, I need a degree of discomfort which I want to get rid of."

From age thirty-three until he died at seventy-three, Charles Darwin was able to work only a few hours a day on his famous theory. Throughout these years he suffered attacks of nausea, shivering, and fainting spells which required constant rest.

Isaac Newton, who discovered the law of gravity, was an insomniac.

Well-known creative artists have been burdened with maladies of one kind or another at the peak of their careers: Dostoevski, Proust, Van Gogh, and Berlioz.

Could it be that pain and discomfort might help us rise above ourselves? If we were always hale and hearty, might we not become complacent, and rest on our laurels?

Would Franklin Delano Roosevelt have been able to accomplish as much as he did without suffering polio as a young man? He did not think so. Before his illness, he felt he was a callow young man. Not until he accepted his disability was he able to forge ahead and help lead a nation through economic crisis and world war.

Doctor John Bonica, of Mercer Island, Washington, suffered from chronic, excruciating pain. Arthritis and twenty-two operations left his leg an inch and a half shorter than his right. He walked with an aluminum wrist cane and could not stand longer than seven minutes without experiencing terrible pain.

Dr. Bonica was a prime mover in establishing the study of pain as a science. He helped found the University of Washington Medical Center's Clinical Pain Service in Seattle. Here sufferers from chronic pain can be examined by medical specialists in a variety of fields in an attempt to isolate the often mysterious causes of a patient's constant agony.

Yet, Bonica never discusses his own pain. His mission was to prove that a normal existence is possible despite constant pain. After eleven operations to correct arthritic deformities in his hips, he learned to scuba dive.

"If I weren't as busy as I am," he once said, "I would be a completely disabled guy."

## To Change: Embrace Pain!

If you want to lose weight...when you feel hunger: Rejoice! Your body is reducing itself. It's a positive sign. Accept that you are supposed to feel hungry, you WANT to feel hungry!

If you want to quit smoking...when you feel edgy and irritable: Rejoice! Your body is freeing itself of the addiction. It's a positive sign. Accept that you are supposed to feel uncomfortable, you WANT to feel uncomfortable.

When changing a habit, make discomfort your "friend."

*Max M. Learning*

Nearly 75% of world-class leaders studied were raised in poverty, had been abused as children or had some serious physical disability. Zig Ziglar

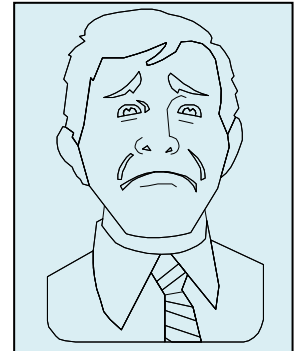


# Uh-Oh, I Did It Again!

## The Process Of Change

Adapted from *Communication and Problem Solving* by Ellen Quick

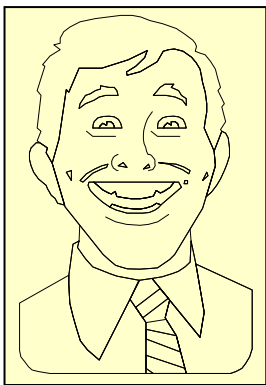
Once you have identified some behaviors, thoughts, and repetitive patterns that get you in trouble—snapping out, over-eating, withdrawing, or whatever—how do you go about changing them? The first step is the realization that you’ve “done it,” that old, maladaptive thing, whatever it is.



When you’re first starting to change, you may do your old thing so automatically that you don’t even realize you’ve done it until way after the fact. Maybe you start to realize that you “did it” a year ago, or all of last month. And you’re still “doing it,” still not quite realizing it at the time; only afterwards do you realize “Uh-Oh I did it again.” You find yourself saying that over and over again, without anything seeming to change.

But something is changing, even though you don’t realize it. Change comes the way hair grows—you can’t see it happening, but it does happen. Gradually, imperceptibly, that realization is happening closer and closer to the time of the “doing.” Instead of it taking you a month to realize that you “did it,” now you realize it in a week—or a day, or two—not “Uh-oh, I did it again,” but “Uh-oh, I’m doing it right now, right this minute—I know I shouldn’t be, but I don’t care—I want to do it and I’m doing it anyway.” And then instead of “Uh-oh, I’m doing it again,” it’s “Uh-oh, I’m about to do it.”

There you are, teetering on the edge, knowing you “shouldn’t,” wanting to and not wanting to—you go ahead and do it. But one time—maybe once out of a hundred times—you don’t; you do the other thing, the thing that you’d be doing all the time if you were “strong,” (whatever that is). You’re not consistent; you fall back; but then maybe you do the new behavior again one day.



So it’s 2% new behavior, 98% old. That becomes 5% new, 95% old, then 10% new, 90% old. Then 20/80, 30/70.

You may never get to the point where your percentage is 100% new, 0% old. This is not magic—and besides, sometimes you like doing that old thing. But chances are that your life is significantly different if your percentages ever start hovering around 30/70, 40/60, or the 50/50 range.

# Dwelling on Mistakes

When we make a mistake why do we feel the need to replay the event over and over in our mind? We play the “if only” game, trying to make the outcome better to relieve our sense of anguish. *If only* I had done this...*if only* I had done that...*if only* I had the chance to do it over again....

But the event is history, it can't change, so why do we persist? To punish ourselves? To reinforce a lesson learned?

Whatever our motive, the end result is that we prolong our misery. Why? What do we get from it?

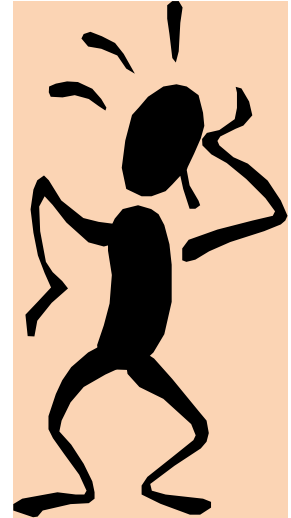
When we make a major mistake it can affect our immediate future performance. We dwell on the mistake and become paralyzed, not able to focus on the present situation, causing more mistakes.

It's like when an athlete blows one play, his/her future plays are affected because he/she's still thinking of the last mistake.

What keeps us from letting go of previous mistakes? What's involved here? Loss of esteem? Loss of other's love?

GOAL: Learn to let go of errors, don't dwell on them. Realize mistakes are inevitable. Focus on the present task. Say STOP when your mind replays the past. Reassure yourself that you will still be loved. Affirm that dwelling on a past mistake will lead to others, and that is NOT your desire.

Max M. Learning



## Winner vs. Loser

The Winner—is always part of the answer;

The Loser—is always part of the problem.

The Winner—always has a program;

The Loser—always has an excuse.

The Winner—says “Let me do it for you;”

The Loser—says “That’s not my job.”

The Winner—sees an answer for every problem;

The Loser—sees a problem for every answer.

The Winner—says “It may be difficult but it’s possible;”

The Loser—says “It may be possible but it’s too difficult.”

Be A Winner.

Author Unknown

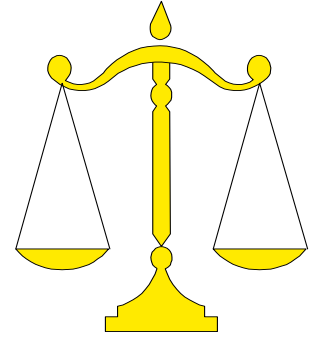


# School: Drop or Continue?

If your school or class performance is poor, but you're determined to succeed in school, you have two options to weigh:

## Drop Out (for now)

- Concede that your previous schooling did not sufficiently prepare you for the course/program.
- Sign up for learning-disability testing if you suspect a problem.
- Seek refresher training in your areas of academic weakness.
- Make arrangements to retake the course/program in the future.



## Continue On

- Accept the challenges and seek additional assistance. The course/program may be the most important thing you've ever accomplished and possibly the first thing you've ever finished.
- Get tested for a learning-disability if you suspect this might be your problem.
- Take a workshop to learn test-taking and study skills.
- Get individual tutoring and/or work more closely with a study partner/group.
- Make appointments with your teachers to explain your efforts.

Max M. Learning

# Work: Stop Whining!



Gripping about our jobs is fashionable and easy....But workplace griping is on the verge of becoming an epidemic today.

We hear complaints at every turn, and work seems to be shouldering the blame for even the personal problems we confront.

Too often, we give ourselves over to the power of complaining, oblivious of the damage it does to our mental outlook and job productivity.

The very simple truth is that we whine too much at work because we whine too much as Americans....We need to draw a line between our legitimate workplace complaints and those that are a product of our self-absorption....

As individuals, we need to accept responsibility for our actions, including some of the workplace problems we face...Try complaining a little less often at work. Stop colluding with other workers in gripe sessions that do not have a sound basis in fact.

Spend your time looking for solutions, rather than just whining about your situation....If you do this, you might find your job a little more pleasant, your productivity a little better and your fellow workers a little easier to get along with.

Excerpts from *San Diego Union-Tribune* by Michael Kinsman

# Quotations

Many of these quotations are from an earlier era when it seemed proper to use solely masculine terms. To compensate for this historical imbalance, gender-neutral updates appear in [brackets].

## Attitude

- Everything can be taken from a man [person] but one thing: the freedom to choose his [her] attitude in any given set of circumstances. Viktor Frankl, Nazi concentration camp survivor.
- My attitude will make the day what it becomes. Unknown
- I am convinced that life is 10% what happens to me and 90% how I react to it. And so it is with you. We are in charge of our attitudes. Charles Swindoll
- The ideal day never comes. Today is ideal for him or her who makes it so. Horatio Dresser
- Change your thoughts and you change your world. Norman Vincent Peale
- When people make changes in their lives in a certain area, they may start by changing the way they talk about that subject, how they act about it, their attitude toward it, or an underlying decision concerning it. Jane Illsley Clark
- Upbeat people earn more money, do better in school, are healthier and perhaps even live longer than pessimists. Optimists always picture themselves accomplishing their goals. Tough-minded optimists approach problems with a can-do philosophy and emerge stronger from tragedies. Alan Loy McGinnis
- If you think you can, you can. And if you think you can't, you're right. Mary Kay Ash
- Attitude makes a difference every hour, every day, in everything that you do for your entire life. What you get out of each thing you do will equal the attitude you have when you do it. Unknown
- I can complain because rosebushes have thorns....or rejoice because the thornbush has a rose...it's all up to me. Unknown
- Fear is that little darkroom where negatives are developed. Michael Pritchard.
- In driving or in life, don't focus on the Red lights that thwart you. Count the Green lights instead! Max M. Learning

## Education

- One of the hallmarks of quality people is that they never stop learning. Training is not just a question of whether or not the person is learning a skill; it's developing a productivity mentality in him [her] as well. Michael Riordan
- A mind, once stretched by a new idea, never regains its original dimension. Unknown
- Life is never boring when you are addicted to learning. Your brain craves mental stimulation and it finds it everywhere, as there is something to be learned in everything.—Max M. Learning
- The will to win [get an "A"] is not nearly as important as the will to prepare [study] to win. Bobby Knight
- Only the curious will learn and only the resolute overcome the obstacles to learning. The quest quotient has always excited me more than the intelligence quotient. Eugene S. Wilson
- The courage to speak must be matched by the wisdom to listen. Unknown
- Parents can plant magic in a child's mind through certain words spoken with some thrilling quality of voice, some uplift of the heart and spirit. Robert MacNeil

# Failure

- Walt Disney was fired from one of his first jobs, and both Disney and Henry Ford saw ventures end in bankruptcy before they made it big time. Unknown
- I can imagine a group of executives 20 years ago discussing a candidate for a top job and saying, “This guy had a big failure when he was 32.” Everyone else would say, “Yep, that’s a bad sign.” I can imagine that same group considering a candidate today and saying, “What worries me about this guy is that he’s never failed.” John Kotter, Harvard Business School.
- Failure taught me that failure isn’t the end unless you give up. Jim Carrey, *The Mask*
- One of the best ways to adapt to the many stresses of life is simply to accept them as normal. The adversity and failures in our lives, if we view them as corrective feedback, serve to develop in us an immunity against the adverse responses to stress. Denis Waitley
- Excuses are the nails used to build a house of failure. Don Wilder/Bill Rechin
- Many people dream of success. To me, success can be achieved only through repeated failure and introspection. In fact, success represents the 1 percent of your work which results only from the 99 percent that is called failure. Soichiro Honda, Honda Motor founder.
- Failure is not a crime. Failure to learn from failure is. Walter Wriston
- Bill Gates, who regularly tempts failure at Microsoft, likes to hire people who have made mistakes. “It shows that they take risks,” he says. “The way people deal with things that go wrong is an indicator of how they deal with change.” Patricia Sellers
- You may be disappointed if you fail, but you are doomed if you don’t try. Beverly Sills
- In 1989, his first season as head coach of the Dallas Cowboys, Jimmy Johnson’s record was 1 win, 15 losses. “We had the worst team in the NFL,” Johnson admits. “But I wouldn’t accept anything but being in the Super Bowl.” Instead of telling a running back, “Don’t fumble,” he would say, “Protect the ball.” Instead of “Don’t miss,” he’d say, “Make this.” His post-game meetings concentrated on plotting the next win, “so we could put a loss behind us quickly.” The Cowboys won the Super Bowl in 1993 and 1994. Patricia Sellers
- Only those who dare to fail greatly can ever achieve greatly. Robert Kennedy
- Adversity in childhood actually helps people adapt and rebound. Resilient people know they cannot control their world. The most successful view failure like puberty: awkward, uncomfortable, but a transforming experience that precedes maturity. Patricia Sellers.
- Your worst humiliation is only someone else’s momentary entertainment. Karen Crockett
- Many of life’s failures are people who did not realize how close they were to success when they gave up. Thomas Edison.
- I may fail at something I try today. I can laugh about it, though. My laughter will open the way to another try. Unknown
- [People in top leadership positions] don’t think about failure. They don’t even use the word, relying instead on such synonyms as mistake, glitch, false start, mess and error. But never failure. Warren Bennis and Burt Nanus
- Experience is a wonderful thing. It enables you to recognize a mistake when you make it again. Unknown
- Good judgment comes from experience. Experience comes from bad judgment. Unknown
- A first failure may prepare the way for later success. Occasional failure is the price of improvement. Unknown

## Friendship

- Friendship is like a bank account. You can't continue to draw on it without making deposits. Unknown
- Getting people to like you is only the other side of liking them. Norman Vincent Peale
- A true friend never gets in your way unless you happen to be going down. Unknown
- A true friend is one who overlooks your failures and tolerates your successes. Doug Larson
- It takes a great soul to be a true friend. One must forgive much, forget much, forbear much. Anna Robertson Brown
- It pays to know the enemy—not least because at some time you may have the opportunity to turn him into a friend. Margaret Thatcher
- Honest criticism is hard to take, particularly from a relative, a friend, an acquaintance, or a stranger. Franklin P. Jones

## Happiness

- Experience is the best teacher, hunger a good sauce, and I really think to be acquainted with misfortune contributes to the enjoyment of happiness. Osborne Russell
- How much we enjoy what we have is more important than how much we have. Life is full of people who have more than they know what to do with, but cannot be content. It is the capacity to enjoy life that brings contentment. Unknown
- Happiness is to desire something, to work for it, and to obtain at least a part of it. Max Ehrmann
- If you want to be happy, get involved. Max M. Learning
- Yesterday is but a dream. Tomorrow, a vision of hope. Look to this day for it is life. Unknown
- Seek happiness each day. If you are not happy today, you will never be happy! Anna Robertson Brown
- More times than not, things that lead to happiness involve some pain. Dennis Prager
- The art of living is more like wrestling than dancing. Marcus Aurelius

## Leadership

- Leadership appears to be the art of getting others to want to do something you are convinced should be done. Vance Packard
- If you were to write down all the possible ways to motivate people to do better work, friendly praise would have to come near the head of your list. Unknown
- The best executive is the one who has sense enough to pick good [people] to do what he [she] wants done, and self-restraint enough to keep from meddling with them while they do it. Theodore Roosevelt
- One who cannot lead and will not follow makes a dandy roadblock. Unknown
- Any [leader] can hold the helm when the sea is calm. Publilius Syrus
- Do not follow where the path may lead....Go instead where there is no path and leave a trail. Unknown
- Leaders are like eagles, they don't flock, you find them one at a time. Unknown

## Opportunity

- The reason a lot of people do not recognize opportunity is because it usually goes around wearing overalls looking like hard work. Thomas Edison
- The things we fear most in organizations—fluctuations, disturbances, imbalances—are the primary sources of creativity. Margaret J. Wheatley
- I always wanted to be somebody, but I see now I should have been more specific. Lily Tomlin
- Democracy does not guarantee equality, only equality of opportunity. Irving Kristol
- You don't just luck into things as much as you'd like to think you do. You build step by step, whether it's friendships or opportunities. Barbara Bush

## Perseverance

- Fire, December 1914. Thomas Edison lost almost \$1 million in equipment and most of the records on his work. His response: "There is value in disaster. All our mistakes are burned up. Now we can start anew." Alan Loy McGinnis
- The way I see it, if you want the rainbow, you gotta put up with the rain. Dolly Parton
- Thomas Carlyle's maid mistakenly used the only copy of his manuscript to start a fire. He sank into deep despair, then gradually, word by word, sentence by sentence, began to rewrite *The French Revolution*, which endures as a classic. Alan Loy McGinnis
- The [person] who removes a mountain begins by carrying away small stones. Chinese proverb
- In the confrontation between the stream and the rock, the stream always wins—not through strength but by perseverance. H. Jackson Brown
- You may have to fight a battle more than once to win it. Margaret Thatcher
- Character consists of what you do on the third and fourth tries. James Michener
- One of the secrets of life is to make stepping stones out of stumbling blocks. Jack Penn.
- George Lyon and Patrick Healy founded a music store in Chicago, 1864. A major fire destroyed the store in 1870. They immediately rebuilt and soon became the largest dealer of Steinway pianos in the world. The Great Chicago Fire destroyed the store in 1871. They immediately rebuilt and sales boomed. By the 1890s, Lyon & Healy was the largest music retail store chain in the world. *Musical Merchandise Review*, Sept. 1991. Unknown
- Nothing in the world can take the place of persistence. Talent will not; nothing is more common than unsuccessful [persons] with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent. Calvin Coolidge
- When things go wrong as they sometimes will; When the road you're trudging seems all uphill; When the funds are low, and the debts are high; And you want to smile, but you have to sigh; When care is pressing you down a bit; Rest if you must, but don't you quit. Success is failure turned inside out; The silver tint of the clouds of doubt; And you can never tell how close you are; It may be near when it seems afar. So, stick to the fight when you're hardest hit; It's when things go wrong that you mustn't quit. Unknown

## Risk

- The better a [person] is, the more mistakes he [she] will make, for the more new things he [she] will try. I would never promote into a top-level job a [person] who was not making mistakes...otherwise he [she] is sure to be mediocre. Peter Drucker, management consultant.
- If the highest aim of a captain were to preserve his ship, he would keep it in port forever. Thomas Aquinas
- You cannot discover new oceans unless you have courage to lose sight of the shore. Unknown
- Only a fool tests the depth of the water with both feet. African Proverb
- Opportunity involves some risk. You can't steal second base and keep your foot on first. Unknown
- The galleries are full of critics. They play no ball. They fight no fights. They make no mistakes because they attempt nothing. Down in the arena are the doers. They make many mistakes because they attempt many things. Ford forgot to put a reverse gear on his first automobile, and then went on to revolutionize the automobile industry with his Model T. The man [woman] who makes no mistakes lacks boldness and the spirit of adventure. He [she] never tries anything new. He [she] is a brake on the wheels of progress. M.W. Larmour
- Excellence can be attained if you: Care more than others think is wise. Risk more than others think is safe. Dream more than others think is practical. Expect more than others think is possible. Unknown

## Success

- Nothing happens unless you first dream....Cherish your visions and your dreams as they are the children of your soul; the blueprint of your ultimate achievements....The future belongs to those who believe in the beauty of their dreams....The key to happiness is having dreams....The key to success is making dreams come true. Unknown
- Don't aim for success... Just do what you love and believe in, and it will come naturally. David Frost
- There are no secrets to success. It is the result of preparation, hard work, learning from failure. Colin Powell
- You have to work hard for years and years in order to become a sudden, overnight success. Natasha Josefowitz
- Most of us will never do great things, but we can do small things in a great way. Unknown
- Asked for the secret of success, one executive who had worked his way up through the ranks said: "It's simple. I never had a job I didn't like." Unknown
- To laugh often and much; to win the respect of intelligent people and affection of children; to earn the appreciation of honest critics and endure the betrayal of false friends; to appreciate beauty, to find the best in others; to leave the world a bit better, whether by a healthy child, a garden patch or a redeemed social condition; to know even one life has breathed easier because you have lived. This is to have succeeded. Ralph Waldo Emerson
- The difference between a successful person and others is not a lack of strength, not a lack of knowledge, but rather in a lack of will. Vince Lombardi
- To be a winner, all you need to give is all you have. Unknown
- The real secret of success is enthusiasm. Walter Chrysler
- A man [person] who wants to do something will find a way; a man [person] who doesn't will find an excuse. S. Dolley



# Work

- Work is the finest expression of the human spirit. Walter Courtenay
- Laziness may appear attractive, but work gives satisfaction. Anne Frank
- The work praises the man [woman]. Irish proverb
- Thinking is the hardest work there is, which is probably the reason why so few engage in it. Henry Ford
- To fulfill a dream, to be allowed to sweat over lonely labor, to be given a chance to create, is the meat and potatoes of life. The money is the gravy. Bette Davis
- From what we get, we can make a living; what we give, however, makes a life. Arthur Ashe
- Value work. But not any kind of work. Ask yourself: "Is the work vital, strengthening my own character, or inspiring others, or helping the world?" Anna Robertson Brown
- Be wise in the use of time. The question of life is not, How much time have we? The question is, What shall we do with it? Anna Robertson Brown
- What most time management techniques fail to account for is the *courage* it takes to tackle a *daunting* schedule or task. Max M. Learning
- A professional is someone who can do his [her] best work when he [she] doesn't feel like it. Alistair Cooke
- There's a difference between interest and commitment. When you're interested in doing something, you do it only when circumstances permit. When you're committed to something, you accept no excuses, only results. Art Turock
- Setting priorities is an iron-clad necessity....it's not a sacrifice to give up things of lesser importance for those things of greater importance. In fact, it's a bargain. Ben Stein
- The race for quality has no finish line. Unknown
- The harder you work...The luckier you get. Unknown
- Losers let life happen to them; winners make it happen. Denis Waitley
- If it weren't for the last minute, nothing would get done. Paul Dickson