

The Spirit of Success

**John Kremer
and Friends**

One must be a wise reader to quote wisely and well.
— Amos Bronson Alcott, educator

People will accept your ideas much more readily if you tell them Benjamin Franklin said it first. — David H. Comins

The dictionary is the only place where success comes before work. — Arthur Brisbane

The only place success comes before work is in the dictionary. — Donald Kendall

The dictionary is the only place that success comes before work. — Vince Lombardi, football coach

The only place where success comes before work is a dictionary. — Vidal Sassoon, haircutter

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A

Failure is a part of success. There is no such thing as a bed of roses all your life. But failure will never stand in the way of success if you learn from it. — Hank Aaron, baseball player

There are times when the best shot at success isn't the most obvious. — Accenture magazine advertisement

No one ever attains very eminent success by simply doing what is required of him; it is the amount and excellence of what is over and above the required that determines the greatness of ultimate distinction. — Charles Francis Adams, diplomat

No one ever attains very eminent success by simply doing what is required of him; it is the amount of excellence of what is over and above the required that determines the greatness of ultimate distinction. — Charles Kendall Adams

Success has made failures of many men. — Cindy Adams, gossip columnist

Life is fleeting. But if you live your life in hope, hope that you can make a difference somehow, and you strive to succeed, then your life will last forever and you will never be forgotten. —Samuel Johnson Adams

The grand essentials to happiness in this life are something to do, something to love and something to hope for. — Joseph Addison, essayist and politician

If you wish success in life, make perseverance your bosom friend, experience your wise counselor, caution your elder brother and hope your guardian genius. — Joseph Addison, essayist and politician

Success means never feeling tired. — Mortimer J. Adler, philosopher

Human beings, I believe, must try to succeed. This necessity is built into our biological background. — Mortimer J. Adler, philosopher

Failure is probably the most fatiguing experience a person ever has. There is nothing more enervating than not succeeding—being blocked, not moving ahead. It is a vicious circle. Failure breeds fatigue, and the fatigue makes it harder to get to work, which compounds the failure. — Mortimer J. Adler, philosopher

Scores determine winners. Fans determine legends. — Affinion Loyalty Group magazine advertisement

Strive to be rich not in possessions but in courage and merit. — Agesilaus II, Spartan king

I've learned that the key to success is if you can go to work happy. And if it's not the best fit, you can always change direction. — Dianna Agron, actress

Keep dreaming because you can succeed. — Rumel Ahmed

We climb to heaven most often on the ruins of our cherished plans, finding our failures were successes.
— Amos Bronson Alcott, educator and social reformer

Success is sweet and sweeter if long delayed and gotten through many struggles and defeats. — Amos Bronson Alcott, educator and social reformer

If at first you don't succeed, you're running about average. — Marion Hamilton Alderson, newspaper editor

Only a man who knows what it is like to be defeated can reach down to the bottom of his soul and come up with the extra ounce of power it takes to win when the match is even. — Muhammed Ali, boxer

Most people succeed because they are determined to. People of mediocre ability sometimes achieve outstanding success because they don't know when to quit. — George Allen, football coach

For true success ask yourself these four questions: Why? Why not? Why not me? Why not now? — James Allen, essayist

Man's rise or fall, success or failure, happiness or unhappiness depends on his attitude.... A man's attitude will create the situation he imagines. — James Allen, essayist

If you want to be a success in life, just show up 80% of the time. — Woody Allen, director, screenwriter, and actor

80% of success in life is just showing up. Those who show up rule the world. — Woody Allen, director, screenwriter, and actor

If you are serious about your goals, drop the conditions. Go directly to your goal. Be your goal! Conditions often disguise strategies for escaping accountability. Why not just take charge and create the experience you are looking for? — Eric Allenbaugh

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

Entrepreneurs average 3.8 failures before final success. What sets the successful ones apart is their amazing persistence. There are a lot of people out there with good and marketable ideas, but pure entrepreneurial types almost never accept defeat. — Lisa M. Amos

Desire is the key to motivation, but it's the determination and commitment to an unrelenting pursuit of your goal—a commitment to excellence—that will enable you to attain the success you seek. — Mario Andretti, race car driver

Success is liking yourself, liking what you do, and liking how you do it. — Maya Angelou, poet

You may encounter many defeats, but you must not be defeated. In fact, it may be necessary to encounter the defeats, so you can know who you are, what you can rise from, how you can still come out of it. — Maya Angelou, poet

If you find it in your heart to care for somebody else, you will have succeeded. — Maya Angelou, poet

You can only become truly accomplished at something you love. Don't make money your goal. Instead, pursue the things you love doing, and then do them so well that people can't take their eyes off you. — Maya Angelou, poet

You are wholly complete and your success in life will be in direct proportion to your ability to accept this truth about you. —Robert Anthony, educator

Act as if you have already achieved your goal and it is yours. —Robert Anthony, educator

Failure is impossible. — Susan B. Anthony, suffragist

The only measure of success is how much time you have to kill. — aphorism

If you have much, give of your wealth; if you have little, give of your heart. — Arabic proverb

When an archer misses his mark, he turns and looks for the fault within himself. Failure to hit the bulls-eye is never the fault of the target. To improve your aim—improve yourself. — Gilbert Arland

An indication of success is your sense of integrity, which relates to the fitness and soundness of you as a person. — David Armistead

Every failure, obstacle or hardship is an opportunity in disguise. Success in many cases is failure turned

inside out. — Mary Kay Ash, founder, Mary Kay Cosmetics

My advice to salesmen is this: pretend that every single person you meet has a sign around his or her neck that says, "Make me feel important." Not only will you succeed in sales, you will succeed in life. — Mary Kay Ash, founder, Mary Kay Cosmetics

People fail forward to success. — Mary Kay Ash, founder, Mary Kay Cosmetics

Success is a journey not a destination. The doing is usually more important than the outcome. Not everyone can be Number 1. — Arthur Ashe, tennis player

Every time you win, it diminishes the fear a little bit. You never really cancel the fear of losing; you keep challenging it. — Arthur Ashe, tennis player

From what we get, we can make a living; what we give, however, makes a life. — Arthur Ashe, tennis player

One important key to success is self-confidence. An important key to self-confidence is preparation. — Arthur Ashe, tennis player

You've got to get to the stage in life where going for it is more important than winning or losing. — Arthur Ashe, tennis player

Old age is like everything else. To make a success of it, you've got to start young. — Fred Astaire, dancer and actor

B

Here is the test to find whether your mission on earth is finished. If you're alive, it isn't. — Richard Bach, author

That's what learning is, after all; not whether we lose the game, but how we lose and how we've changed because of it and what we take away from it that we never had before, to apply to other games. Losing, in a curious way, is winning. — Richard Bach, author, *The Bridge Across Forever*

Success, or failure, very often arrives on wings that seem mysterious to us. — Marcus Bach, sociologist

Many a man owes his success to his first wife and his second wife to his success. — Jim Backus, actor and comedian

There is no comparison between that which is lost by not succeeding and that which is lost by not trying. — Francis Bacon, philosopher and statesman

The greatest pleasure in life is doing what people say you cannot do. — Walter Bagehot, journalist and economist

I don't want to be anyone else. My life is an amazing, wonderful thing. I think it takes a lot of time to get to

that point, particularly when you're in a business where everyone's successes and failures are flashed up in lights. — Simon Baker, actor

For success, attitude is equally as important as ability. — Harry F. Banks

If at first you don't succeed, try to hide your astonishment. — Harry F. Banks

To be a successful salesperson, you don't need to be a rocket scientist—you need to be a great listener. — Jill Barad, CEO, Mattel

The secret of happiness is not in doing what one likes, but in liking what one does. — James M. Barrie, playwright

We are all failures—at least, all the best of us are. — James M. Barrie, playwright

For an actress to be a success, she must have the face of a Venus, the brains of a Minerva, the grace of Terpsichore, the memory of a MaCaulay, the figure of Juno, and the hide of a rhinoceros. — Ethel Barrymore, actress

Most of the successful people I've known are the ones who do more listening than talking. — Bernard M. Baruch, financier and statesman

Whatever failures I have known, whatever errors I have committed, whatever follies I have witnessed in private and in public life have been the consequence of action without thought. — Bernard M. Baruch, financier and statesman

If you want to be successful, it's just this simple:
Know what you're doing. Love what you're doing. And
believe in what you're doing. — O. A. Battista,
inspirational author

We find greatest joy, not in getting, but expressing
what we are. Men do not really live for honors or for
pay; their gladness is not in the taking and holding,
but in the doing, the striving, the building, the living.
It is a higher joy to teach than to be taught. It is good
to get justice, but better to do it; fun to have things,
but more to make them. The happy man is he who
lives the life of love, not for the honors it may bring,
but for the life itself. — R.J. Baughan

The secret of success in life is for a man to be ready
for his opportunity when it comes. — Earl of
Beaconsfield

You've achieved success in your field when you don't
know whether what you're doing is work or play. —
Warren Beatty, actor

Character is more important than intelligence for
success. — Gilberte Beaux

Success is much less important than health. You can
be the richest man in the world, and the most
successful many alive, but if you lose your good
health, you will be a very unhappy man. — Lord
Beaverbrook, publisher

Huge success does take time to achieve—but don't
put your goal so far out in the distant future that you
won't get started NOW on the path to reaching it. —
Alan Bechtold, editor, *Mind Gold News*

Most people dream too small. Think HUGE success. Think beyond what you normally imagine. Think on a scope and level that goes WAY beyond anyone you personally know. Think as big as you can—then ratchet it up a notch. — Alan Bechtold, editor, *Mind Gold News*

Try. Fail. Try again. Fail better. — Samuel Beckett, playwright

Everyone fails, and if you do fail, who cares? You've got a good story then, right? You've learned something. — Natasha Bedingfield, singer

To become an able and successful man in any profession, three things are necessary, nature, study and practice. — Henry Ward Beecher, preacher

One's best success comes after their greatest disappointments. — Henry Ward Beecher, preacher

Success is full of promise till one gets it, and then it seems like a nest from which the bird has flown. — Henry Ward Beecher, preacher

The most successful men in the end are those whose success is the result of steady accretion. It is the man who carefully advances step by step, with his mind becoming wider and wider—and progressively better able to grasp any theme or situation—persevering in what he knows to be practical, and concentrating his thought upon it, who is bound to succeed in the greatest degree. — Alexander Graham Bell, inventor

The secrets of success are neither dark nor deep. They do not exclude happy chance or unfortunate circumstance; they merely deny that these things

should rule our lives. — Ralph Kinney Bennett

The toughest thing about being a success is that you've got to keep on being a success. Talent is only a starting point in this business. You've got to keep on working that talent. Someday I'll reach for it and it won't be there. — Irving Berlin, composer

Success is often the result of taking a misstep in the right direction. — Al Bernstein

Success is the one unpardonable sin against one's fellows. — Ambrose Bierce, journalist

Don't steal; thou'lt never thus compete successfully in business. Cheat. — Ambrose Bierce, journalist

A winner is someone who recognizes his God-given talents, works his tail off to develop them into skills, and uses these skills to accomplish his goals. — Larry Bird, basketball player

Success is being able to hire someone to mow the lawn while you play golf for exercise. — *Bits & Pieces*

You are not really successful until someone claims he sat beside you in school. — *Bits & Pieces*

Failure at a moment in time seems like it's the worst thing that could ever happen to you. But, if people are smart, they'll say, "Why did I fail? Did I not work hard enough?" Failure can be a very good thing if you learn from it. — Cathie Black, publisher and media executive

To succeed in life you need not only initiative, but also finishiative. — Zaida Jones Blaine

Winning doesn't always mean being first. Winning means you're doing better than you've ever done before. — Bonnie Blair, speed skater

The kind of thinking that led to past success will not lead to future success. — Ken Blanchard, business author

If you know you are going to fail, then fail gloriously. — Cate Blanchett, actress

Success doesn't mean the absence of failures; it means the attainment of ultimate objectives. It means winning the war, not every battle. — Edwin C. Bliss, author

You can succeed if nobody else believes it, but you will never succeed if you don't believe in yourself. — William J. H. Boetcker

A young person, to achieve, must first get out of his mind any notion either of the ease or rapidity of success. Nothing ever just happens in this world. — Edward William Bok, editor

The most important thing in life is not to capitalize on your successes—any fool can do that. The really important thing is to profit from your mistakes. — William Bolitho

Don't confuse fame with success. Madonna is one; Helen Keller is the other. — Erma Bombeck, humor columnist

If you wish to be a success in the world, promise everything, deliver nothing. — Napoleon Bonaparte, French emperor

The only way to do anything successfully is your own way. — Lee Boothby and Richard Kaye, authors

If you look at any business that's consistently successful, you'll find that its leaders focus intensely and relentlessly on people selection. — Larry Bossidy, chairman of Honeywell, *Execution*

Execution is the great unaddressed issue in the business world today. Its absence is the single biggest obstacle to success and the cause of most of the disappointments that are mistakenly attributed to other causes. — Larry Bossidy, chairman of Honeywell, *Execution*

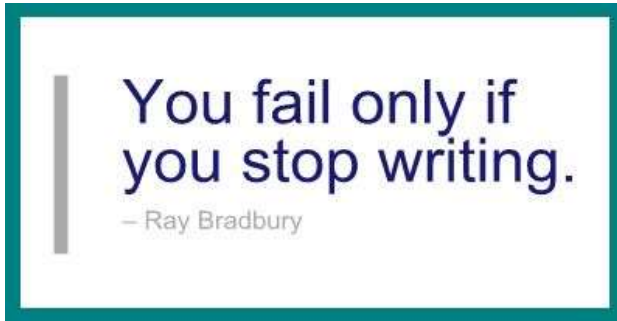
A failure establishes only this, that our determination to succeed was not strong enough. — John Christian Bovee, attorney and author

There is no progress without failure. And each failure is a lesson learned. Unnecessary failures are the ones where an artist tries to second-guess an audience's taste, and little comes out of that situation except a kind of inward humiliation. — David Bowie, rock singer

Success in life means not becoming like your parents. — Louise Bowie

You're never too old to be in love with what you do. — Ray Bradbury, science fiction novelist

Living at risk is jumping off a cliff and building your own wings on the way down. — Ray Bradbury, science fiction novelist



If you write a hundred short stories and they're all bad, that doesn't mean you've failed. You fail only when you stop writing. — Ray Bradbury, science fiction author

Ambition is the path to success. Persistence is the vehicle you arrive in. — Bill Bradley, U.S. Senator and basketball player

To guarantee success, act as if it were impossible to fail. — Dorothea Brande

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 Brennan, basketball coach

Every society has its bottom-dwellers, and every society fears its bottom-dwellers, because they are a symbol of what happens in that society if you fail. — Dr. Temperance "Bones" Brennan, character in *Bones* TV show

A successful man is one who can lay a firm foundation with the bricks that others throw at him. — David Brinkley, TV news anchor

The dictionary is the only place where success comes before work. — Arthur Brisbane

Freedom, including economic freedom, religious freedom, and political freedom, push happiness up hugely. One of the fundamental tenets of the conservative character is to strike out on your own, to try to chase after your own fate. Just doing that will make you happier. You're also more likely to become a successful person if you take that course. — Arthur Brooks, author, *Gross National Happiness*

You can learn more from failure than success. In failure you're forced to find out what part did not work. — Fred Brooks, software designer, *The Mythical Man-Month*

Accept that all of us can be hurt, that all of us can—and surely will at times—fail. Other vulnerabilities, like being embarrassed or risking love, can be terrifying, too. I think we should follow a simple rule: if we can take the worst, take the risk. — Joyce Brothers, psychologist

Success is a state of mind. If you want success, start thinking of yourself as a success. — Joyce Brothers, psychologist

The person interested in success has to learn to view failure as a healthy, inevitable part of the process of getting to the top. — Joyce Brothers, psychologist

Few people are successful unless a lot of other people want them to be. — Charles Browder

Success itself is a sort of failure. You reach the end of the rainbow, and there's no pot of gold. You get your castle in Spain, and there's no plumbing. — Charlie Brower, advertising executive, *Me, and Other Advertising Geniuses*

Behind every successful man there's a lot of unsuccessful years. — Bob Brown

I hope I have convinced you -- the only thing that separates successful people from the ones who aren't is the willingness to work very, very hard. — Helen Gurley Brown, editor, *Cosmopolitan*

When facing a difficult task, act as though it is impossible to fail. If you're going after Moby Dick, take along the tartar sauce. — H. Jackson Brown, Jr., author, *Life's Little Instruction Book*

I believe you are your work. Don't trade the stuff of your life, time, for nothing more than dollars. That's a rotten bargain. — Rita Mae Brown, playwright

I finally figured out the only reason to be alive is to enjoy it. — Rita Mae Brown, playwright

For you to be successful, sacrifices must be made. It's better that they are made by others but failing that, you'll have to make them yourself. — Rita Mae Brown, playwright

The only thing that ever sat its way to success was a hen. — Sarah Brown

If you want an accounting of your worth, count your friends. — Merry Browne

It's not the will to win, but the will to prepare to win that makes the difference. — Paul "Bear" Bryant, football coach

Don't give up at half time. Concentrate on winning the second half. — Paul "Bear" Bryant, football coach

To simplify complications is the first essential of success. — George Earle Buckle

Follow your passion, and success will follow you. — Arthur Buddhold

I think almost anyone that's been successful has had a teacher, somebody that's affected them. If you can pass that along, I think that's better than money, actually. — Warren Buffett, investor

The measure of success in life is the number of people you want to love you who do love you. And the way to be loved is to be lovable. — Warren Buffett, investor

But pain seems to me an insufficient reason not to embrace life. Being dead is quite painless. Pain, like time, is going to come on regardless. Question is, what glorious moments can you win from life in addition to the pain? — Lois McMaster Bujold, science fiction author, *Barrayar*

Tests are a gift. And great tests are a great gift. To fail the test is a misfortune. But to refuse the test is to refuse the gift, and something worse, more

irrevocable, than misfortune. — Lois McMaster Bujold, science fiction author, *Shards of Honor*

The man who succeeds above his fellows is the one who early in life, clearly discerns his object, and towards that object habitually directs his powers. Even genius itself is but fine observation strengthened by fixity of purpose. Every man who observes vigilantly and resolves steadfastly grows unconsciously into genius. — Edward G. Bulwer-Lytton, novelist and poet

There are two rules for ultimate success in life. 1. Never tell everything you know. — bumper snicker

You have not loved today successfully unless you've done something for someone who can never repay you. — John Bunyan

Want to succeed, take control, be a captain of industry? What are the rules? Never lick your knife at a power lunch. Never eat beans before a big meeting. — Burlington Coat Factory TV commercial

When you reach for the stars, you may not quite get them, but you won't come up with a handful of mud either. — Leo Burnett. advertising executive

Make no little plans; they have no magic to stir men's blood. Make big plans, aim high in hope and work. — Daniel H. Burnham, architect

Aim for success, not perfection. Never give up your right to be wrong, because then you will lose the ability to learn new things and move forward with your life. — David Burns, psychologist

The secret of success in acting is sincerity. If you can fake that, you've got it made. — George Burns, comedian

I don't care what you do for a living. If you love it, you are a success. — George Burns, comedian

A man can fail many times, but he isn't a failure until he begins to blame somebody else. — John Burroughs, naturalist

My first tip for success is to do whatever you feel like doing. There's nothing in my life I like better than my work. — Harold Burson, founder, Burson-Marsteller

Never lose sight of the fact that the most important yardstick of your success will be how you treat other people—your family, friends and co-workers, and even strangers you meet along the way. — Barbara Bush, U.S. first lady

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Learn from your mistakes and build on your successes. — John C. Calhoun, U.S. senator

Don't mess with success. — Campbell Soup TV commercial

Everything you want is out there waiting for you to ask. Everything you want also wants you. But you have to take action to get it. — Jack Canfield, inspirational author

It takes twenty years to become an overnight success. — Eddie Cantor, comedian

Failure is the condiment that gives success its flavor. — Truman Capote, novelist

Success is following the pattern of life one enjoys most. — Al Capp, cartoonist

It's never just a game when you're winning. — George Carlin, comedian

Any success that you have in your career is despite your being all bothered and annoyed and stressed out—not because of it. — Richard Carlson, author

You've got to be success minded. You've got to feel that things are coming your way when you're out selling; otherwise, you won't be able to sell anything. — Curtis Carlson, salesman

Think of yourself as on the threshold of unparalleled success. A whole, clear, glorious life lies before you. Achieve! Achieve! — Andrew Carnegie, industrialist and philanthropist

Success is getting what you want. Happiness is wanting what you get. — Dale Carnegie, motivational speaker and author

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, motivational speaker and author

Believe that you will succeed, and you will. — Dale Carnegie, motivational speaker and author

The person who goes farthest is generally the one who is willing to do and dare. The sure-thing boat never gets far from shore. — Dale Carnegie, motivational speaker and author

If you want to win friends, make it a point to remember them. If you remember my name, you pay me a subtle compliment; you indicate that I have made an impression on you. Remember my name and you add to my feeling of importance. — Dale Carnegie, motivational speaker and author

People rarely succeed unless they have fun in what they are doing. — Dale Carnegie, motivational author, *How to Win Friends and Influence People*

Never continue in a job you don't enjoy. If you're happy in what you're doing, you'll like yourself, you'll have inner peace. And if you have that, along with physical health, you will have had more success than you could possibly have imagined. — Johnny Carson, talk show host

You must accept that you might fail; then, if you do your best and still don't win, at least you can be satisfied that you tried. 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, first lady

Most people search high and wide for the key to success. If they only knew the key to their dreams lies within. — George Washington Carver, scientist

Let us rejoice at the many unexplored fields in which there is unlimited fame and fortune to the successful explorer. — George Washington Carver, botanist and educator

99% of failures come from people who have the habit of making excuses. — George Washington Carver, botanist and educator

Success is having to worry about every damn thing in the world, except money. — Johnny Cash, singer

More companies fail by being too early to a market than too late. — Ben Casnocha

Wise men profit more from fools than fools from wise men. For the wise men shun the mistakes of fools, but fools do not imitate the successes of the wise. — Cato the Elder, orator and politician

Stocks are nice, but taking stock of what has real value is far more rewarding. Fancy homes are beautiful, but solid emotional foundations are more beautiful. Running a company is a worthy professional pursuit, but keeping good company is a worthier lifetime goal. — Neil Cavuto, business news anchor, *More Than Money: True Stories of People Who Learned Life's Ultimate Lesson*

In Silicon Valley, failure is experience. Now, if you fail at everything, that's different. But a failure is a mark of experience more than anything else. — Vint Cerf, creator of the Internet

Do not judge men by mere appearances; for the light laughter that bubbles on the lip often mantles over the depths of sadness, and the serious look may be the sober veil that covers a divine peace and joy. — E.H. Chapin

Failure is unimportant. It takes courage to make a fool of yourself. — Charlie Chaplin, actor

The sure way to miss success is to miss the opportunity. — Victor Charles

One must be a god to be able to tell successes from failures without making a mistake. — Anton Chekhov, playwright and short story writer

Remember, tonight is only a success if it ends with breakfast. — Cherry Three Olives vodka magazine advertisement

I owe my success to having listened respectfully to the very best advice, and then going away and doing the exact opposite. — Gilbert Keith Chesterton, essayist and novelist

This human energy that drives us to succeed has been there every day since the beginning. And it will be with us to shape many tomorrows to come. — Chevron magazine advertisement

The key to ensuring success is found in the same place that created this need: humanity itself. When the unique spirit we all possess is allowed to flourish, mankind has proven its ability to take on, and overcome, any issue. It's a spirit of hard work, ingenuity, drive, courage and no small measure of commitment. To success, to each other, to the planet. — Chevron magazine advertisement

You will always win by not saying the things you don't really need to say. — Chinese proverb

If you want happiness for an hour, take a nap. If you want happiness for a day, go fishing. If you want happiness for a month, get married. If you want happiness for a year, inherit a fortune. If you want happiness for a lifetime, help someone else. — Chinese proverb

Learn to be happy alone. If we do not enjoy our own company, why inflict it on others? — Swami Chinmayananda

True success is the experience of the miraculous. It is the unfolding of the divinity within us. It is the perception of divinity wherever we go, in whatever we perceive—in the eyes of a child, in the beauty of a flower, in the flight of a bird. — Deepak Chopra, author

We need a more spiritual approach to success and to affluence, which is the abundant flow of all good things to you. — Deepak Chopra, author

My advice is to be fearless. I've failed at a lot of things, and it didn't kill me. — Carla Christofferson, attorney and co-owner of the LA Sparks

The real secret of success is enthusiasm. — Walter P. Chrysler, industrialist

Success is the ability to go from one failure to another with no loss of enthusiasm. — Winston Churchill, British prime minister

We shall not fail or falter; we shall not weaken or tire. Give us the tools and we will finish the job. — Winston Churchill, British prime minister

We shall not flag or fail. We shall go on to the end. We shall fight in France, we shall fight on the seas and oceans, we shall fight with growing confidence and growing strength in the air, we shall defend our island, whatever the cost may be, we shall fight on the beaches, we shall fight on the landing grounds, we shall fight in the fields and in the streets, we shall fight in the hills. We shall never surrender. — Winston Churchill, British prime minister

Success is never final. Failure is never fatal. Courage is what counts. — Winston Churchill, British prime minister

Believing you can be perfect is the fatal imperfection. Believing you're invulnerable is the ultimate vulnerability. Being a warrior doesn't mean winning or even succeeding. It means risking and failing and risking again, as long as you live. — Jack Cirie

Remember, no man is a failure who has friends. — Clarence the angel, character in *It's a Wonderful Life* movie

Of course I believe in luck. How else can you explain the success of those you dislike? — Jean Cocteau, novelist and film director

The aesthetics of failure are alone durable. He who does not understand failure is lost. — Jean Cocteau, novelist and film director, *Opium: The Diary of a Cure*

There is only one thing that makes a dream impossible to achieve: the fear of failure. — Paul Coelho, author, *The Alchemist*

Behind every successful man you'll find a woman who has nothing to wear. — Harold Coffin

Your chances of success in any undertaking can always be measured by your belief in yourself. — Robert Collier, author

Success is the sum of small efforts, repeated day in and day out. — Robert Collier, author

To know a man, observe how he wins his object, rather than how he loses it; for when we fail, our pride supports; when we succeed; it betrays us. — Charles Caleb Colton, sports writer

Success is all about declaring yourself to be confident. The evidence of your audacious courage shows up later. — Christine Comaford-Lynch, venture capitalist

If at first you don't succeed, try management. — Company Motivation Poster

If you've had wonderful family relationships, you will be able to call yourself a true success in life no matter what else you've achieved. — Vic Conant, motivational author

The success of a chief executive officer is directly proportional to the length of time he has worked with his executive secretary. — Chip Conley

The secret of success is to be in harmony with existence, to be always calm, to let each wave of life wash us a little farther up the shore. — Cyril Connolly

Many of us spend our lives searching for success when it is usually so close that we can reach out and touch it. — Russell Conwell, minister and author

Nothing in the world can take the place of persistence. Talent will not; nothing is more common than unsuccessful men 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, U.S. president

The chances of success of a new company are generally greater with two full-time partners rather than a solo entrepreneur. — Arnold Cooper, professor

Self-confidence is quickest achieved through a series of short-term successes. — David Cooper

Just because you hear no, doesn't mean you failed. — Misty Copeland, ballerina

If you don't bet, you don't have a chance to win. It's so silly in life not to pursue the highest possible thing you can imagine, even if you run the risk of losing it all, because if you don't pursue it you've lost it anyway. You can't be an artist and be safe. — Francis Ford Coppola, director/producer

If I was going to succeed, I knew I had to work 40 to 60 hours a week with that fire in the belly. — Barbara Corcoran, real estate entrepreneur and TV personality

Stretch and try things and feel free to not succeed. That's how you build an innovative business. — Barbara Corcoran, real estate entrepreneur and TV personality

If a horse has four legs, and I'm riding it, I think I can win. — Angel Cordero, Jr., jockey

When there is no peril in the fight, there is no glory in the triumph. To win without risk is to triumph without glory. When we conquer without danger, our triumph is without glory. — Pierre Corneille, dramatist, *Le Cid* (three variations)

I don't know the key to success, but the key to failure is trying to please everybody. — Bill Cosby, comedian and actor

In order to succeed, your desire for success should be greater than your fear of failure. — Bill Cosby, comedian and actor

Obstacles are things a person sees when he takes his eyes off his goal. — E. Joseph Cossman, marketer

If we keep doing what we're doing, we're going to keep getting what we're getting. — Stephen R. Covey, speaker

To be successful we must live from our imaginations, not from our memories. — Stephen R. Covey, speaker and author

You don't have to know how to sing; it's feeling as though you want to that makes the day successful. — Monta Crane, author, *Joys of Life*

Sleep with 12 people. Then settle down with the next best that comes along.... This gives you over 75% chance of success, depending on your standards. — Clio Cresswell, *Mathematics and Sex*

Focus (the ability to focus your attention on a subject) and time (enough uninterrupted free time to develop the project you're focused on). — Michael Crichton's keys to success as a writer

The formula for achieving a successful relationship: You should treat all disasters as if they were trivialities but never treat a triviality as if it were a disaster. — Quentin Crisp, humorist

I can't imagine a person becoming a success who doesn't give this game of life everything he's got. — Walter Cronkite, TV newscaster

Don't let anyone stop you from your dream. Bottom line: Believe in yourself. There is nothing you can't do. It might take 35 years, but if you believe it in your heart, there is no way you can fail. — Cherie Currie, singer, The Runaways

D

The universe will provide you with guidance and, if you heed that guidance, you will find your formerly stressful quest for success will become a journey of great joy. — Daily Om blog

Nothing happens without a purpose. Whether we attract success or repel it depends on our willingness to stay open to a wide range of possibilities and to embrace concepts like synchronicity. The universe is always ready to care for our needs, but we must not write off its loving attention as mere circumstance or chance. — Daily Om blog

If you want others to be happy, practice compassion. If you want to be happy, practice compassion. — The Dalai Lama

If you contribute to other people's happiness, you will find the true goal, the meaning of life. — The Dalai Lama

If you don't make 10 mistakes a day, you aren't trying hard enough. — Jan Davidson, inventor, Math Blaster game

No set goal achieved satisfies. Success only breeds a new goal. The golden apple devoured has seeds. It is endless. — Bette Davis, actress

I am doomed to an eternity of compulsive work. No set goal achieved satisfies. Success only breeds a new goal. The golden apple devoured has seeds. It is endless. — Bette Davis, actress, *The Lonely Life*

Success means doing the best we can with what we have. Success is in the doing, not the getting—in the trying, not the triumph. — Wynn Davis

Winning does something to you. It releases something in you. It's confidence and you get that nasty taste of losing out of your mouth. You get that losing mentality out of your system. — Brian Dawkins, football player

Success unshared is total failure. — John Paul DeJoria, founder, John Paul Mitchell Systems

Most of us serve our ideals by fits and starts. The person who makes a success of living is the one who see his goal steadily and aims for it unswervingly. That is dedication. — Cecil B. DeMille, producer

Success is not filling up your resume with achievements. It's filling up hearts with love and affection. — Vankat Desireddy

Your role may be thankless, but if you're willing to give it your all, you just might bring success to those who outlast you. — Despair Inc. Sacrifice poster

The only thing that stands between a man and what he wants from life is often merely the will to try it and the faith to believe that it is possible. — Richard M. DeVos, co-founder of Amway

In Hollywood, you only fail upward. — Hilary De Vries, entertainment journalist, *The Gift Bag Chronicles*

Publicity is the only job where you can do it perfectly and still fail. — Hilary De Vries, entertainment journalist, *The Gift Bag Chronicles*

Wealth consists not in having great possessions but in having few wants. — Esther de Waal

Winners are losers who got up and gave it one more try. — Dennis DeYoung, rock musician and songwriter

Why do what you will regret? Why bring tears upon yourself? Do only what you do not regret, and fill yourself with joy. — *Dhammapada*

Success is counted sweetest by those who never succeed. — Emily Dickinson, poet

Success will be the best revenge. — Dilated Peoples rock band, "This Way"

If a first you don't succeed, try again. Then quit. No use being a fool about it. — Dilbert's Laws of Work

You never learn from successes—ever. You learn from your failures, and they will lead you somewhere else. There's always a reason it happens, and something better always comes along. — Kara DioGuardi, songwriter and music producer

Success is the child of audacity. — Benjamin Disraeli, British prime minister

As a rule, he or she who has the most information will have the greatest success in life. — Benjamin Disraeli, British prime minister

The secret of success is for a man to be ready for his opportunity when it comes. — Benjamin Disraeli, British prime minister

Every man has a right to be conceited until he is successful. — Benjamin Disraeli, British prime minister

The secret of success is consistency of purpose. — Benjamin Disraeli, British prime minister

Success isn't permanent, and failure isn't fatal. — Mike Ditka, football coach

The important thing is not to fail yourself. — Master Dongchu, Buddhist teacher

You can construct the character of a man and his age not only from what he does and says, but from what he fails to say and do. — Norman Douglas, author

It doesn't interest me where or what or with whom you have studied
I want to know what sustains you
from the inside
when all else falls away.
— Oriah Mountain Dreamer, author, *The Invitation*

It doesn't interest me
to know where you live or how much money you have.
I want to know if you can get up
after the night of grief and despair

weary and bruised to the bone
and do what needs to be done
to feed the children.

— Oriah Mountain Dreamer, author, *The Invitation*

Wherever you see a successful business, someone
once made a courageous decision. — Peter Drucker,
management consultant and author

The measure of success is not whether you have a
tough problem to deal with, but whether it's the same
problem you had last year. — John Foster Dulles, U.S.
secretary of state

Confidence is the hinge on the door to success. —
Mary O'Hare Dumas

Forget past mistakes. Forget failures. Forget
everything except what you're going to do now and
do it. — William Durant, historian

What's money? A man is a success if he gets up in the
morning and goes to bed at night and in between
does what he wants to do. — Bob Dylan, singer and
songwriter

E

Decide whether or not the goal is worth the risks involved. If it is, stop worrying. — Amelia Earhart, aviator

My definition of success is having space—especially living in a town like L.A. or New York, where everybody is looking for elbow room. — Aaron Eckhart, actor

I have not failed. I've just found 10,000 ways that won't work. — Thomas Alva Edison, inventor

Many of life's failures are people who did not realize how close they were to success when they gave up. — Thomas Alva Edison, inventor

Our greatest weakness lies in giving up. The most certain way to succeed is always to try just one more time. — Thomas Alva Edison, inventor

I'd rather be successful or unsuccessful based on who I really am, not based on some plastic Ken doll that you put up in front of audiences. — John Edwards, U.S. senator and vice-presidential candidate

Persistent people begin their success where others end in failure. — Edward Eggleston

The ideals which have lighted my way, and time after time have given me new courage to face life cheerfully, have been Kindness, Beauty, and Truth. The trite subjects of human efforts, possessions, outward success, luxury have always seemed to me contemptible. — Albert Einstein, physicist

If A equals success, then the formula is $A=X+Y+Z$, where X is "work," Y is "play," and Z is "keep your mouth shut." — Albert Einstein, physicist

Try not to become a man of success but rather to become a man of value. — Albert Einstein, physicist

If you want to live a happy life, tie it to a goal, not to people or things. — Albert Einstein, physicist

One should guard against preaching to young people success in the customary form as the main aim in life. The most important motive for work in school and in life is pleasure in work, pleasure in its result, and the knowledge of the value of the result to the community. — Albert Einstein, physicist

I never saw a pessimistic general win a battle. — Dwight David Eisenhower, U.S. president and general

We succeed only as we identify in life, or in war, or in anything else, a single overriding objective, and make all other considerations bend to that one objective. — Dwight David Eisenhower, U.S. president and general

You can measure a man's success by the number of friends he has made in his life. — elevator operator at an Atlanta, Georgia hotel

Enthusiasm is the mother of effort, and without it nothing great was ever achieved. — Ralph Waldo Emerson

To laugh often and much; to win the respect of intelligent people and the 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, essayist

The only person you are destined to become is the person you decide to be. — Ralph Waldo Emerson, essayist

Self-trust is the first secret of success. — Ralph Waldo Emerson, essayist

Do not be too timid and squeamish about your actions. All life is an experiment. The more experiments you make the better. What if they are a little coarse, and you may get your coat soiled or torn? What if you do fail, and get fairly rolled in the dirt once or twice. Up again, you shall never be so afraid of a tumble. — Ralph Waldo Emerson, essayist

Men succeed when they realize that their failures are the preparation for their victories. — Ralph Waldo Emerson, essayist

No one can cheat you out of ultimate success by yourself. — Ralph Waldo Emerson, essayist

If you would be a great success, make a habit throughout your life of doing the things you fear. — Ralph Waldo Emerson, essayist

Yes, I will! — three of the most potent words in our language. Whether spoken quietly, loudly or silently, those three words have propelled more people to success and have been responsible for more human achievement than all other words in the English language combined. — Ted Engstrom, author, *The Fine Art of Friendship*

Everyone succeeds 100% of the time—at what they're really up to. — Evans

Working hard overcomes a whole lot of other obstacles. You can have unbelievable intelligence, you can have connections, you can have opportunities fall out of the sky. But in the end, hard work is the true endearing characteristic of successful people. — Marsha Johnson Evans, U.S. admiral

If you can react the same way to winning and losing, that's a big accomplishment. That quality is important because it stays with you the rest of your life. — Chris Evert, tennis player

Success is the ability to get along with some people and ahead of others. — Sam Ewing, TV producer and writer

Never stop trying to succeed. It's always the last key that opens the lock. — Sam Ewing, TV producer and writer

Success has a simple formula: do your best, and people may like it. — Sam Ewing, TV producer and writer

Success is when your name is in everything but the telephone directory. — Sam Ewing, TV producer and writer

F

What is the recipe for successful achievement? To my mind there are just four essential ingredients: Choose a career you love, give it the best there is in you, seize your opportunities, and be a member of the team. — Benjamin F. Fairless, businessman

You don't fail until you stop trying. — Charles Falzone

There is only one real failure in life, and that is not to be true to the best one knows. — John Farrar, songwriter

Success seems to be largely a matter of hanging on after others have let go. — William Feather, publisher

It's how you deal with failure that determines how you achieve success. — David Feherty

Anything can be great, I don't care, brick laying can be great, if a guy knows what he's doing and why, and if he can make it come off. — Fast Eddie Felson, character in the movie, *The Hustler*

Don't be afraid to dream big—or small. And don't let others define your success. — Keith Ferrazzi, business coach and author, *Never Eat Alone*

I learned at a young age that the secret to success lies in the power of relationships. — Keith Ferrazzi, business coach and author, *Never Eat Alone*

Goal-setting is the same way. Don't worry if at first you don't know exactly what you want to do. Just don't make the mistake of never committing to anything. Sometimes the answer is very simple: Just pick something! — Keith Ferrazzi, business coach and author, *Never Eat Alone*

When I am delivering my very best, then that is when I feel successful. — Art Fettig, speaker

For a successful technology, reality must take precedence over public relations, for Nature cannot be fooled. — Richard Feynman, physicist

The great dividing line between success and failure can be expressed in five words: I did not have time. — Franklin Field

The quality of leadership, more than any other single factor, determines the success or failure of an organization. — Fred Fielder, author, *The Leadership Match Concept*

The important thin is not being afraid to take a chance. Remember, the greatest failure is to not try. Once you find something you love to do, be the best at doing it. — Debbi Fields, founder of Mrs. Fields Cookies

If at first you don't succeed, try again. Then quit. No use being a fool about it. — W.C. Fields, comedian

There are opportunities everywhere, just as there have always been. — Charles Fillmore, founder of Unity School of Christianity

There's no recipe for success. But there are ingredients. — *Financial Times* magazine advertisement

Keep these concepts in mind: You've failed many times, although you don't remember. You fell down the first time you tried to walk. You almost drowned the first time you tried to swim. Don't worry about failure. My suggestion to each of you: Worry about the chances you miss when you don't even try. — Sherman Finesilver, judge

Successful people have cultivated the habit of never denying to themselves their true feelings and attitudes. They have no need of pretenses. — David Harold Fink

It is only as we develop others that we permanently succeed. — Harvey Firestone, industrialist

Success is the sum of details. — Harvey Firestone, industrialist

The real winners are not those at the top but those who have come the farthest over the toughest roads. Your victory may never make the headlines. But you will know about it, and that's what counts. — Ernest A. Fitzgerald, minister

Whenever I hear, "It can't be done," I know I'm close to success. — Michael Flatley, dancer, *Lord of the Dance*

Our recipe for success: Know every acre of your groves. Be selective during harvest. Always brake for alligators. — Florida's Natural orange juice magazine advertisement

If your idea succeeds, you're persistent. If it doesn't succeed, you're obstinate. — Dr. Judah Folkman

I have found it is much easier to make a success in life than to make a success of one's life. — G. W. Follin

Integrity is the basis of all true-blue success. — B.C. Forbes

Failure is success if we learn from it. — Malcolm Forbes, publisher

Success follows doing what you want to do. There is no other way to be successful. — Malcolm Forbes, publisher

If you have no critics, you likely have no successes. — Malcolm Forbes, publisher

Not every idea pans out, and that's fine. You open yourself up to criticism and you open yourself up to failure, but if you don't try and you don't push the envelope and you don't have a no-boundaries mentality, you're never going to achieve greatness. — Bill Ford, CEO, Ford Motor Company

I realized early on that success was tied to not giving up. Most people in this business gave up and went on to other things. If you simply didn't give up, you would outlast the people who came in on the bus with you. — Harrison Ford, actor

Coming together is a beginning; keeping together is progress; working together is success. — Henry Ford, industrialist

Failure is the opportunity to begin again, more intelligently. — Henry Ford, industrialist

If there is any great secret of success in life, it lies in the ability to put yourself in the other's place and to see things from his point of view—as well as your own. — Henry Ford, industrialist

Before everything else, getting ready is the secret of success. — Henry Ford, industrialist

Winners are those people who make a habit of doing the things losers are uncomfortable doing. — Ed Foreman, businessman and U.S. congressman

What is success? It is a toy balloon among children armed with pins. — Gene Fowler

The prospect of success in achieving our most cherished dream is not without its terrors. Who is more deprived and alone than the man who has achieved his dream? — Brendan Francis

My definition of success is total self acceptance. We can obtain all of the material possessions we desire quite easily, however, attempting to change our deepest thoughts and learning to love ourselves is a monumental challenge. We may achieve success in our business lives, but it never quite means as much if we do not feel good inside. Once we feel good about ourselves inside, we can genuinely lend ourselves to others. — Franki

Success, like happiness, cannot be pursued. It must ensue, and it only does so as the unintended side effect of one's personal dedication to a cause greater than oneself. — Viktor Frankl, psychologist

By failing to prepare, you are preparing to fail. — Benjamin Franklin, statesman, inventor, scientist, publisher, and author

Would you live with ease, do what you should, and not what you please. Success has ruined many a man. — Benjamin Franklin, statesman, inventor, scientist, publisher, and author

You will find the key to success under the alarm clock. — Benjamin Franklin, statesman, inventor, scientist, publisher, and author

Everything which the enemy least expects will succeed the best. — Frederick the Great, German king

You can achieve anything you want in life if you have the courage to dream it, the intelligence to make a realistic plan, and the will to see that plan through to the end. — Sidney A. Friedman, motivational speaker

The successful revolutionary is a statesman, the unsuccessful one a criminal. — Erich Fromm, psychologist

Of course, our failures are a consequence of many factors, but possibly one of the most important is the fact that society operates on the theory that specialization is the key to success, not realizing that specialization precludes comprehensive thinking. — R. Buckminster Fuller, inventor and architect

Don't aim for success if you want it; just do what you love and believe in, and it will come naturally. —
David Frost, TV host

G

Don't exchange what you want most for what you want at the moment. — L. G. in *Weight Watchers 101 Secrets for Success*

If all else fails, immortality can always be assured by spectacular error. — John Kenneth Galbraith, economist

It is health that is real wealth and not pieces of gold and silver. — Mahatma Gandhi, Indian leader

First they ignore you. Then they laugh at you. Then they fight you. Then you win. — Mahatma Gandhi, Indian leader

I mean to make myself a man, and if I succeed in that, I shall succeed in everything else. — James A. Garfield, U.S. president

Success is being in the right place, at the right time. — Garman iQue PDA magazine advertisement

When I started working, I didn't have a clue what I was doing, in that I was just wandering around, hoping that I could succeed. Then after I got a little under my belt, it took me about 25 years to feel like I knew what I was doing. — James Garner, actor

You always have to tell the truth and do what you say you'll do. Understand those principles, and you'll be successful. — Dan Garrison

Starting out to make money is the greatest mistake in life. Do what you feel you have a flair for doing, and if you are good enough at it, the money will come. — Greer Garson, actress

Success is a lousy teacher. It seduces smart people into thinking they can't lose. And it's an unreliable guide to the future. What seems the perfect business plan or latest technology today may soon be as out-of-date as the eight-track tape player, the vacuum-tube television or the mainframe computer. — Bill Gates, co-founder of Microsoft, *The Road Ahead*

First rule of business: Hard work equals success. — Geico Direct auto insurance TV commercial

If you are poor, shun association with him who measures men with the yardstick of riches. — Kahlil Gibran, author

You only succeed if the people you're working with succeed. — Charles Gibson, TV anchor

The elevator to success is out of order. You'll have to use the stairs ... one step at a time. — Joe Girard, top salesman and speaker

Fifty percent of success is believing you can. Simply put, you become what you think about. Why do salespeople fail? Because they think they will. Do you have a positive attitude? Everyone will say yes, but less than 1 in 1,000 actually do! One-tenth of 1%.

Are you really in that small percentile? — Jeffrey Gitomer, business author

At the beginning of any task, more than anything else, your attitude will affect its successful outcome. — Jeffrey Gitomer, business author

Find your success formula through numbers by determining how many leads, calls, proposals, appointments, presentations, and follow ups it takes to get to the sale. And then follow the formula. — Jeffrey Gitomer, business author

Set and achieve goals. Make a plan. Define and achieve specific long-term (what you want) and short-term (how you're going to get what you want) goals. Goals are the road map that will direct you to success. — Jeffrey Gitomer, business author

Selling is a learned skill acquired by people with the attitude, aptitude, fortitude, desire, and persistence to succeed. — Jeffrey Gitomer, business author

Over deliver! Failure to follow up and deliver as promised makes you and your customer look bad to the prospect. Failure to deliver also eliminates any chance of another referral. This rule is the most important of them all; it is a breeding ground for your reputation. — Jeffrey Gitomer, business author

An organization run by negative reinforcement will ultimately fail. — Rudi Giuliani, New York City mayor

Success requires first expending ten units of effort to produce one unit of results. Your momentum will then produce ten units of results with each unit of effort. — Charles J. Givens, businessman and trainer

Success with money, family, relationships, health, and careers is the ability to reach your personal objectives in the shortest time, with the least effort and with the fewest mistakes. The goals you set for yourself and the strategies you choose become your blueprint or plan. Strategies are like recipes: choose the right ingredients, mix them in the correct proportions, and you will always produce the same predictable results: in this case financial success. The success strategies for managing money and building wealth are called Money Strategies. By learning to use money strategies as a part of your day-to-day life, financial frustration and failure will become a thing of the past. — Charles J. Givens, businessman and trainer

Sometimes constraints actually create success. Not being able to swim made me run. And running taught me the discipline I needed as a writer. — Malcolm Gladwell, author, *Outliers*

Success is not a function of individual talent. It's the steady accumulation of advantages. — Malcolm Gladwell, author, *Outliers*

Sometimes success isn't recognized until late in life. That's not uncommon. Success is not an automatic function of individual talent. It's bound up in so many other broader circumstantial, environmental, historical, and cultural factors. — Malcolm Gladwell, author, *Outliers*

Success isn't a result of spontaneous combustion. You must set yourself on fire. — Arnold H. Glasow

Conceit is the quicksand of success. — Arnold H. Glasow

Success is simple. Do what's right, the right way, at the right time. — Arnold H. Glasow

Success is the culmination of failures, mistakes, false starts, confusion and the determination to keep going anyway. — Nick Gleason, founder of CitySoft

My definition of success? Being able to do exactly what you want every single day of the year. — Fred Gleeck, marketer and publisher

I'm just not ready to sit in a theatre with a bunch of people afraid of airplanes. I'm afraid we come back to something that marketers have been struggling with for a really long time—the best way to succeed is to have a really great product. — Seth Godin, business author and blogger

Change almost never fails because it's too early. It almost always fails because it's too late. — Seth Godin, business author and blogger

On the pinnacle of success man does not stand firm long. — Johann Wolfgang Von Goethe, poet and essayist

There are two types of people who will tell you that you cannot make a difference in this world: Those who are afraid to try and those who are afraid you will succeed. — Ray Goforth

There's nothing wrong with a failure. You're not going to be able to do everything, but you can try everything. — Whoopi Goldberg, actress, comedienne, and talk show personality

Give me a couple of years, and I'll make that actress an overnight success. — Samuel Goldwyn, producer

If you really want something, and if you work hard, take advantage of the opportunities, and never give up, you will somehow find a way. — Jane Goodall, primatologist

If you want to succeed in the world, you must make your own opportunities. — John B. Gough

I have two reasons for success, and I'm standing on both of them. — Betty Grable, actress

When you are making a success of something, it's not work. It's a way of life. You enjoy yourself because you are making your contribution to the world. — Andrew Granatelli, auto racer and founder of STP Oil

I succeeded because you believed in me. — Ulysses S. Grant, general

None of the secrets of success will work unless you do. — W. T. Grant

Hard work has no value. Let me be perfectly clear: Hard work is NOT the basis of success. Hard work has absolutely nothing to do with success. If, by chance, hard work and success are found together, it is a mere coincidence and definitely not a cause-and-effect relationship. — Fred Gratzon, serial entrepreneur and author, *The Lazy Way to Success*

The common denominator of success—the secret of success of every man who has ever been successful—lies in the fact that he formed the habits of doing those things that failures don't like to do. — Albert

E.N. Gray, author, *The Common Denominator of Success*

I have found no greater satisfaction than achieving success through honest dealing and strict adherence to the view that, for you to gain, those you deal with should gain as well. — Alan Greenspan, economist

The master key to success in sales and life is learning how to solve problems. — Daniel Grissom, author, *Step Up!*

Success in sales is 80% nature and 20% nurture. — Daniel Grissom, author, *Step Up!*

I'm investing lots of time and energy on achieving success. But, where's God in all of this? After all, he's the source of all success. — Daniel Grissom, author, *Step Up!*

You are the person who has to decide.
Whether you'll do it or toss it aside.
You are the person who makes up your mind.
Whether you'll lead or will linger behind.
Whether you'll try for the goal that's afar.
Or just be contented to stay where you are.
— Edgar A. Guest, poet

The timid and fearful first failures dismay,
But the stout heart stays trying by night and by day.
He values his failures as lessons that teach
The one way to get to the goal he would reach.
— Edgar A. Guest, poet

H

75% of being successful as an actor is pure luck—the rest is just endurance. — Gene Hackman, actor

We do not know, in most cases, how far social failure and success are due to heredity, and how far to environment. But environment is the easier of the two to improve. — John B. S. Haldane, scientist

Laziness is a secret ingredient that goes into failure. But it's only kept a secret from the person who fails. — Robert Half, founder of Robert Half Associates

If you do something only for money, you will never succeed at it. — Don Hall, CEO, Hallmark

To be a successful entrepreneur one needs a vision of greatness for one's work. If we dream extravagantly we will be inspired to forge a reality beyond the straight jacket of practicalities. There is a profound connection between art and enterprise which allows businesses to overcome the limitations of their existing visions. — Ernest Hall

So celebrate what you're accomplished, but raise the bar a little higher each time you succeed. — Mia Hamm, soccer player

We can only succeed in achieving world peace if there is a spiritual renaissance on this planet. — Dag Hammarskjöld, U.N. leader

Life's just a stupid game. It doesn't matter what you do or what you have. If you're loved in the end, then you win. — Kevin Hanson, Richard Fish's uncle, from *Ally McBeal* TV show

You never become a howling success by just howling. — Bob Harrington, minister

Competition is intense. Success is difficult. Knowledge prevails. — Harris Nesbitt investment banking magazine advertisement

The best thing about success is the pats on the back and seeing the rewards of your hard work. The worst part of success is getting caught up in the false reality that it gives you. In the entertainment realm, everybody is trying to do things for you or cater to you, and that's now how things go. — Kevin Hart, actor and comedian

When the big games come and the lights are on, a lot of people are afraid they'll drop the ball or fumble or whatever. If I drop a pass, I'm going to make sure I catch the next six passes. I'm just not afraid to fail. — Percy Harvin, football player

Hope is the ability to work for something because it is good ... not because it stands to succeed. — Vaclav Havel, Czech leader and poet

Always aim for achievement, and forget about success. — Helen Hayes, actress

My mother drew a distinction between achievement and success. She said that achievement is the knowledge that you have studied and worked hard and done the best that is in you. Success is being praised by others. That is nice but not as important or satisfying. Always aim for achievement and forget about success. — Helen Hayes, actress

If you think you can win, you can. Faith is necessary to victory. — William Hazlitt, essayist

Greatness is great power, producing great effects. It is not enough that a man has great power in himself, he must show it to all the world in a way that cannot be hid or gainsaid. — William Hazlitt, essayist, *On the Pleasure of Hating*

In the absence of clearly-defined goals, we become strangely loyal to performing daily trivia until ultimately we become enslaved by it. — Robert Heinlein, science fiction author

Of course the game is rigged. Don't let that stop you—if you don't play, you can't win. — Robert Heinlein, science fiction author

To be a successful father there's one absolute rule: when you have a kid, don't look at it for the first two years. — Ernest Hemingway, novelist

For a true writer each book should be a new beginning where he tries again for something that is beyond attainment. He should always try for something that has never been done or that others have tried and failed. Then sometimes, with great luck, he will succeed. — Ernest Hemingway, novelist

Success is like reaching an important birthday and finding you're exactly the same. — Audrey Hepburn, actress

If at first you don't succeed, try, try, try again. — William E. Hickson

I did what my conscience told me to do, and you can't fail if you do that. — Anita Hill, government worker

Before success in any man's life he is sure to meet with much temporary defeat and, perhaps, some failure. When defeat overtakes a man, the easiest and most logical thing to do is to quit. That is exactly what the majority of men do. — Napoleon Hill, inspirational author

Patience, persistence and perspiration make an unbeatable combination for success. — Napoleon Hill, inspirational author

Riches begin with thoughts. — Napoleon Hill, inspirational author

No man ever achieved worthwhile success who did not, at one time or other, find himself with at least one foot hanging well over the brink of failure. — Napoleon Hill, inspirational author

It is literally true that you can succeed best and quickest by helping others to succeed. — Napoleon Hill, inspirational author

Most great people have attained their greatest success just one step beyond their greatest failure. — Napoleon Hill, inspirational author

Success seems to be connected with action.
Successful people keep moving. They make mistakes,
but they don't quit. — Conrad Hilton, hotelier

If you follow your own plans and dreams and you
don't let anyone talk you out of them, then you'll start
to get the hang of being an heiress. All you need after
that is a good handbag, a great pose, and very high
heels, and you're on your way. — Paris Hilton,
celebutante

Celebrate yourself. Rejoice at any success, no matter
how small it may seem. — Earl Hipp

Success is the sole earthly judge of right and wrong.
— Adolf Hitler, German leader and madman

Subdue fate by exerting human strength to the
maximum; and if, when the effort has been made and
success is not achieved, no one else can be blamed.
— *Hitopadesa* (a Sanskrit fable)

Film is a personal effort and if you fail, you should fail
for the right reasons—it's the only way of growing. —
Dustin Hoffman, actor

If you want to succeed, you'd better look as if you
mean business. — Jeanne Holm

Put every negative thought out of your mind once and
for all. Declare your freedom. Know that no matter
what others may say, think or do, you are a success,
now, and nothing can hinder you from accomplishing
your good. — Ernest Holmes, spiritual leader,
Creative Mind and Success

Nothing worthwhile comes easily. Work, continuous work and hard work, is the only way to accomplish results that last. — Hamilton Holt

I think everyone should experience defeat at least once during their career. You learn a lot from it. — Lou Holtz, football coach

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, football coach

Success can be achieved only through a series of consecutive failures. — Soichiro Honda

You are not judged by the number of times you fail but by the number of times you succeed. And the number of times you succeed is in direct proportion to the number of times you can fail and keep on trying. — Tom Hopkins

Of course we all have our limits, but how can you possibly find your boundaries unless you explore as far and as wide as you possibly can? I would rather fail in an attempt at something new and uncharted than safely succeed in a repeat of something I have done. — A. E. Hotchner, novelist and biographer

We claim that any man who is honest, fair, tolerant, kind, charitable, and well-behaved is a success. No matter what his station in life. — Jay House

I decided long ago never to walk in anyone's shadow. If I fail, if I succeed, at least I'll live as I believe. — Whitney Houston, singer

If you define yourself by your wealth, your friends won't measure up and you're going to want to be friends with Donald Trump and other moguls. But if, like me, you define as someone who has been fortunate and lucky to have skills that allowed you to create the world, you'll want to share it and maintain your friendships. — John Howard, Bear Stearns executive

Every successful man I have heard of has done the best he could with conditions as he found them, and not waited until the next year for better. — Edgar Watson Howe, journalist

Men are rich only as they give. He who gives great service gets great rewards. — Elbert Hubbard, author and publisher

He who has achieved success has worked well, laughed often and loved much. — Elbert Hubbard, author and publisher

The secret of success is this: There is no secret of success. — Elbert Hubbard, author and publisher

Success is the most natural thing in the world. The person who does not succeed has placed himself in opposition to the laws of the Universe. — Elbert Hubbard, essayist

A failure is a man who has blundered, but is not able to cash in on the experience. — Elbert Hubbard, author and publisher

There's no secret about success. Did you ever know a successful man who didn't tell you about it? — Kin Hubbard, humorist

There's no successful woman or man who has not failed along the way. Failure is not the opposite of success; it's a stepping stone to success. — Arianna Huffington, CEO, The Huffington Post

Success is built on a few fundamentals, but it requires you do them well and you do them daily. Success and achievement are based on simple, easy steps, but those steps, unfortunately, are also easy to avoid. Do not neglect the small, essential daily actions that will make your dreams come true. — Phillip Humbert

The worth of a life is not determined by a single failure or a solitary success. — William Hundert, character in *The Emperor's Club* movie

To be successful, you must decide exactly what you want to accomplish, then resolve to pay the price to get it. — Bunker Hunt, oilman



My father always used to say that when you die, if you've got five real friends, then you've had a great life. — Lee Iacocca, automotive executive

No matter what you've done for yourself or for humanity, if you can't look back on having given love and attention to your own family, what have you really accomplished? — Lee Iacocca, automotive executive

It is possible to be successful staying true to your beliefs, even if it's hard. — Eréndira Ibrara, actress

Dance as if no one were watching. Sing as if no one were listening. And live every day as if it were your last. — Irish proverb

J

Success: Set your standards high, and do not stop till you reach them. — Bo Jackson, football and baseball player

Set your goals high, and don't stop till you get there. — Bo Jackson, baseball and football player

The will to win is worthless if you don't get paid for it. — Reggie Jackson, baseball player

Never change a winning team. — Baby Jail, rock group

Success is the quality of your journey. — Jennifer James, author

If you can only care enough for a result, you will most certainly attain it. If you wish to be rich, you will be rich. If you wish to be learned, you will be learned. If you wish to be good, you will be good. — William James, psychologist

It is our attitude at the beginning of a difficult task which, more than anything else, will affect its successful outcome. — William James, psychologist

It is neither wealth nor splendor, but tranquility and occupation which give happiness. — Thomas

Jefferson, U.S. president

Never fear the want of business. A man who qualifies himself well for his calling, never fails of employment. — Thomas Jefferson, U.S. president

I learned that the only way you are going to get anywhere in life is to work hard at it. Whether you're a musician, a writer, an athlete or a businessman, there is no getting around it. If you do, you'll win. If you don't, you won't. — Bruce Jenner, decathlete

If you really want to do something, you'll find a way. If you don't, you'll find an excuse. — Charley Johnson, founder, Pay It Forward Today

The key to my success has been to give up everything for my dream. — John Johnson, magazine publisher

Accuracy — First and foremost, your ability to achieve success at a targeted, predetermined goal will be a direct function of the degree of consistent intensity which drives the momentum of your efforts. — Pete Johnson

Strategy is; A style of thinking, a conscious and deliberate process, an intensive implementation system, the science of insuring future success. — Pete Johnson

I have more fun, and enjoy more financial success, when I stop trying to get what I want and start helping other people get what they want. — Spencer Johnson, author

Managing is dealing with what needs to be done to be successful today. Leading is motivating others to deal

effectively with what needs to be done to be successful tomorrow. — Spencer Johnson, author, *Who Moved My Cheese?*

I know ultimately I'm just a glorified tailor. But as in any profession, if you're a glorified tailor with a purpose, then the sky's the limit. — Anand Jon, fashion designer

Success for me is to feel happy—80% of the time. That's been my goal in life. — January Jones, actress

The men who try to do something and fail are infinitely better than those who try nothing and succeed. — Lloyd Jones

All I know is that, on their own, human beings are not programmed to be able to handle that much fame, that much adulation, that much success. The only way to deal with something that overwhelming—even overwhelming success—is if you are spiritually centered. If you believe that you deserve all that money and adulation, that's a problem. If you believe you don't deserve it, that's also a problem. — Quincy Jones, music producer

I've missed more than 9,000 shots in my career. I've lost almost 300 games. 26 times I've been trusted to take the game winning shot and missed. I've failed over and over and over again in my life. And that is why I succeed. — Michael Jordan, basketball player

I can accept failure. Everyone fails at something. But I can't accept not trying. — Michael Jordan, basketball player

I think some people fail because they have tin ears—they don't listen. Other people fail because they don't have competent people around them. Other people fail because while they may have some notion about where they're going, they don't have much appreciation of how to get there. — Vernon Jordan, presidential advisor and civil rights leader

Don't be afraid to fail. Don't waste energy to cover up failure. Learn from your failures and go on to the next challenge. It's OK to fail. If you're not failing you're not growing. — H. Stanley Judd

Success and suffering are vitally and organically linked. If you succeed without suffering, it is because someone suffered for you; if you suffer without succeeding, it is in order that someone else may succeed after you. — Edward Judson



Live daringly, boldly, fearlessly. Taste the relish to be found in competition—in having put forth the best within you. — Henry J. Kaiser, industrialist

Real learning comes with ups and downs, because it's about experimenting. There's no successful experimentation without failure. — Jurriaan Kamp, *Ode* magazine editor

May you, and your children, fail often. — Jurriaan Kamp, *Ode* magazine editor

A failed experiment may lead to an insight that breaks the path to success. A failed exam only means you aren't bright enough in the eyes of the system. — Jurriaan Kamp, *Ode* magazine editor

Confidence lies at the heart of civilization. Everything about an economy, a society, an organization, or a team depend on it. Every step we take, every investment we make, is based on whether we feel we can count on ourselves and others to accomplish what has been promised. Confidence determines whether our steps—individually and collectively—are tiny and tentative or big and bold. — Rosabeth Moss Kanter, author, *Confidence: How Winning Streaks and Losing Streaks Begin and End*

Everything can look like a failure in the middle. —
Rosabeth Moss Kanter, author, *Confidence: How
Winning Streaks and Losing Streaks Begin and End*

Success is a matter of viewpoint. The pessimist sees
the bottle as half empty. The optimist sees it as half
full. — Joe Karbo, business author

I can't tell you if your idea is good, but I can tell you
that if you feel passionate about it, do it and don't be
afraid to fail. In fact, failure should motivate you. —
Ben Kaufman, founder of Kluster

In order to succeed, we must first believe that we
can. — Nikos Kazantzakis, novelist

Don't be discouraged by a failure. It can be a positive
experience. Failure is, in a sense, the highway to
success, inasmuch as every discovery of what is false
leads us to seek earnestly after what is true, and
every fresh experience points out some form of error
which we shall afterwards carefully avoid. — John
Keats, poet

If you are successful, you will win false friends and
true enemies. Succeed anyway. — Kent Keith, *The
Paradoxical Commandments*

Character cannot be developed in ease and quiet.
Only through experiences of trial and suffering can
the soul be strengthened, vision cleared, ambition
inspired, and success achieved. — Helen Keller,
author

Optimism is the faith that leads to achievement.
Nothing can be done without hope and confidence. —
Helen Keller, author and humanitarian

We can do anything we want to if we stick to it long enough. — Helen Keller, author

Your success and happiness lies in you. Resolve to keep happy, and your joy and you shall form an invincible host against difficulties. — Helen Keller, author

Success is measured by the memories you create. — Thomas Keller, chef

It's better to be at the bottom of the ladder you want to climb than at the top of the one you don't. — Stephen Kellogg, singer and songwriter

There have been times in my life that I wanted to stop singing and go open up a Laundromat or become a bus driver. Success can become so overwhelming. — R. Kelly, singer

The only place success comes before work is in the dictionary. — Donald Kendall

Failure has no friends. — John F. Kennedy, U.S. president

Only those who dare to fail greatly can ever achieve greatly. — Robert F. Kennedy, U.S. attorney general and senator

Life is a succession of moments. To live each one is to succeed. — Corita Kent, artist and teacher

The less time and money it takes to start and manage a company, the more likely it is to succeed. First-time

entrepreneurs are better off pursuing ideas they can implement handily. — Robert Kessler

Virtually nothing comes out right the first time. Failures, repeated failures, are finger posts on the road to achievement. The only time you don't want to fail is the last time you try something.... One fails forward toward success. — Charles F. Kettering, engineer and inventor

An inventor fails 999 times, and if he succeeds once, he's in. He treats his failures simply as practice shots. — Charles Franklin Kettering, inventor

For success in training children the first condition is to become as a child oneself, but this means no assumed childishness, no condescending baby-talk. What it does mean is to be taken up with the child as the child himself is absorbed by his life. — Ellen Key, feminist

Since one fails often, address markets that make it worthwhile when one does succeed. — Vinod Khosla, venture capitalist

If a man is called to be a streetsweeper, he should sweep streets even as Michelangelo painted, or Beethoven played music, or Shakespeare wrote poetry. He should sweep streets so well that all the hosts of heaven and earth will pause to say, here lived a great streetsweeper who did his job well. — Martin Luther King, Jr., civil rights leader

All progress is precarious, and the solution of one problem brings us face to face with another problem. — Martin Luther King Jr., civil rights leader

Talent is cheaper than table salt. What separates the talented individual from the successful one is a lot of hard work. — Stephen King, novelist

If you can make one heap of all your winnings
And risk it all on one turn of pitch-and-toss,
And lose, and start again at your beginnings
And never breath a word about your loss;
If you can force your heart and nerve and sinew
To serve your turn long after they are gone,
And so hold on when there is nothing in you
Except the Will which says to them: "Hold on!"

If you can talk with crowds and keep your virtue,
Or walk with kings—nor lose the common touch, If
neither foes nor loving friends can hurt you;
If all men count with you, but none too much,
If you can fill the unforgiving minute
With sixty seconds' worth of distance run,
Yours is the Earth and everything that's in it,
And—which is more—you'll be a Man, my son!
— Rudyard Kipling, poet

If at first you don't succeed, take the tax loss. — Kirk Kirkpatrick, teacher and track athlete

Each success only buys an admission ticket to a more difficult problem. — Henry Kissinger, U.S. secretary of state

Success is not going to last forever. Therefore, seize the day. — Keira Knightley, actress

If a goal is worth having, it's worth blocking out the time in your day-to-day life necessary to achieve it. — Jill Koenig

Your chances of success are directly proportional to the degree of pleasure you desire from what you do. If you are in a job you hate, face the fact squarely and get out. — Michael Korda, editor and novelist

To succeed, we must first believe that we can. — Michael Korda, editor and novelist

Pick battles big enough to matter, small enough to win. — Jonathan Kozol, educator

This is one of the major secrets of success in any endeavor. You can't hide lies, no matter how smooth a talker you think you are. But, if you always speak the truth, you set a standard that people will come to rely on. — John Kremer, author and publisher

What does success mean to me? It means having choices, legitimate choices, real choices. It means being able to do what I want when I want. — John Kremer, author and publisher

What does success mean to me? It means being able to live where I want — which, for me, means living out in the countryside. I don't like crowds. I hate traffic. I detest city noise. My wife and I live on a graveled country lane where we call it a traffic jam if two cars go by in the same hour. The only noise at night is the sound of crickets and an occasional owl. The air is fresh. The stars are brilliant. — John Kremer, author and publisher

What does success mean to me? It means being able to help people, to make it easier for them to live their dreams. — John Kremer, author and publisher

What does success mean to me? It means having enough money to buy the things I need and to take care of my family. I don't need a lot of money. Just enough. I make a comfortable but not extravagant living publishing books. I do just enough to make what I need. The rest of the time I do what I want. I explore new territories. I play. — John Kremer, author and publisher

If the race goes too swiftly, victory goes to those who are willing to fail. — Lambert Krill, character in *Andromeda* TV show

If you work just for the money, you'll never make it, but if you love what you're doing and you always put the customer first, success will be yours. — Ray Kroc, founder of McDonald's

At age 4, success is not wetting your pants.
At age 12, success is having friends.
At age 16, success is having a driver's license.
At age 20, success is having sex.
At age 35, success is having money.
At age 50, success is still having money.
At age 60, success is still having sex.
At age 70, success is still having a driver's license.
At age 75, success is having friends that are still alive.
At age 80, success is not wetting your pants.
— Fred Kusch, speaker and consultant



Many of us fear failure to the point of being willing to settle for one of the truest forms of failure—not trying at all. — Nicole LaBeach, life coach

The range of what we think and do is limited by what we fail to notice. And because we fail to notice that we fail to notice, there is little we can do to change; until we notice how failing to notice shapes our thoughts and deeds. — R.D. Laing, psychologist

The recipe for success is to do everything you can to bestow upon others. — Michael Laitman, rabbi

Here is a lesson for everyone who has bad luck: if your desires and thoughts are aimed at the common good, then you will succeed at everything you do. — Michael Laitman, rabbi

Failing to plan is planning to fail. — Alan Lakein, time management expert

The road to success leads through the valley of humility, and the path is up the ladder of patience and across the wide barren plains of perseverance. As yet, no short cut has ever been discovered. — Joseph Lamb

An essential aspect of creativity is not being afraid to fail. — Edwin Land, inventor

The true measure of a man is how he treats someone who can do him absolutely no good. — Ann Landers, advice columnist

The Lord gave us two ends—one to sit on and the other to think with. Success depends on which one we use the most. — Ann Landers, advice columnist

Be so strong that nothing can disturb your peace of mind. Talk health, happiness, and prosperity to every person you meet. Make all your friends feel there is something special in them. Look at the sunny side of everything. Think only of the best, work only for the best, and expect only the best. Be as enthusiastic about the success of others as you are about your own. Forget the mistakes of the past and press on to the greater achievements of the future. Give everyone a smile. Spend so much time improving yourself that you have no time left to criticize others. Be too big for worry and too noble for anger. — Christian D. Larsen

Establishing goals is all right if you don't let them deprive you of interesting detours. — Doug Larson, author

If people concentrated on the really important things in life, there'd be a shortage of fishing poles. — Doug Larson, author

My motto is: If you can reach for the stars, why settle for less? If you separate your dreams from your goals, you're limiting yourself. — Zara Larson, singer

Nothing succeeds like the appearance of success. — Christopher Lasch

When we lose, I eat. When we win, I eat. I also eat when we're rained out. — Tommy Lasorda, baseball manager

You cannot successfully determine beforehand which side of the bread to butter. — Law of the Perversity of Nature

I've always been of the opinion that if you simply do what you love to do best, the money will follow. Like if you love doing ceramic cats best, do it. If you don't do what you like, you'll never make a living. — David Lawrence, business leader

If you truly want to be successful, be prepared to give up your leisure time and work past 5 p.m. and on weekends. — Charles Lazarus

The secret of dealing successfully with a child is not to be its parent. — Mel Lazarus

People who are successful are passionate about what they do. — Shelly Lazarus, advertising executive

Success is not the result of spontaneous combustion. You must set yourself on fire. — Reggie Leach

Success didn't spoil me, I've always been insufferable. — Fran Lebowitz, journalist

The successful warrior is the average man, with laser-like focus. — Bruce Lee, actor and martial arts expert

Failure seldom stops you. What stops you is the fear of failure. — Jack Lemmon, actor

It takes persistence to succeed. Attitude also matters. I have never thought I was better than anyone else, but I have always believed I couldn't be outworked. — Jay Leno, talk show host

Ambition wins over genius 99% of the time. Sooner or later the other guy is going to want to eat, drink, sleep, get laid, go on vacation, or go to the bathroom. And that's when I catch up. — Jay Leno, talk show host

Some of us are born with extraordinary size, strength, speed and talent, but without determination, that talent never hashes out. No one is born a world champion. The successful do what they must to be number one. — Sugar Ray Leonard, boxer

You can't have success until you've known failure. And great motivators will tell you your past does not equal your future unless you want it to. — Sugar Ray Leonard, boxer

Just imagine the obstacles that you can overcome in your life if you take the same qualities of that confident boxing champion and apply them to every aspect of your daily life, be it business, family or athletics. I'm talking about endless possibilities for success. — Sugar Ray Leonard, boxer

Perseverance is the secret of success. Procrastination is the secret of failure. — Milton Levine, inventor, Uncle Milton's Ant Farm

A successful individual typically sets his next goal

somewhat but not too much above his last achievement. In this way he steadily raises his level of aspiration. — Kurt Lewin, psychologist

We can think about success all we like, but if we want to succeed so we can prove we aren't a failure we will eventually fail at many of our endeavors. Successful people don't need to prove they are successful. — Kathianne Lewis, minister

If at first you don't succeed, redefine success. — Michael Levy, author

A successful individual typically sets his next goal somewhat but not too much above his last achievement. In this way he steadily raises his level of aspiration. — Kurt Lewin, psychologist

If all else fails, the character of a man can be recognized by nothing so surely as by a jest which he takes badly. — Georg Christoph Lichtenberg, physicist and satirist

Always bear in mind that your own resolution to succeed is more important than any one thing. — Abraham Lincoln, U.S. president

With public sentiment, nothing can fail; without it, nothing can succeed. — Abraham Lincoln, U.S. president

When the conduct of men is designed to be influenced, persuasion, kind unassuming persuasion, should ever be adopted. It is an old and true maxim that "a drop of honey catches more flies than a gallon of gall." So with men. If you would win a man to your cause, first convince him that you are his sincere

friend. Therein is a drop of honey that catches his heart, which, say what he will, is the great highroad to his reason, and which, once gained, you will find but little trouble in convincing him of the justice of your cause, if indeed that cause is really a good one.
— Abraham Lincoln, U.S. president

Commitment is what transforms a promise into reality. — Abraham Lincoln, U.S. president

My great concern is not whether you have failed, but whether you are content with your failure. —
Abraham Lincoln, U.S. president

On the road to success, pick your companions wisely.
— Lincoln automobiles magazine advertisement

To me, success in life is finding out what you love to do and doing it. The only way you're going to find out what you really love to do is to experiment and try things out, take risks. All of a sudden you discover you can draw, or sing, or teach, or play the piano, or speak to groups. — Art Linkletter, TV host and author

My motto is that you have not failed until you quit. Success is just keeping on past the failures. So you keep on. — Art Linkletter, TV host and author

Procrastination means you know what you need to do and you don't do it. If you don't know what to do, you aren't procrastinating. You are thinking. — Lynn Lively, *The Procrastinator's Guide to Success*

I thank God that I live in a country where dreams can come true, where failure sometimes is the first step to success and where success is only another form of

failure if we forget what our priorities should be. —
Harry Lloyd

There's only one way to succeed in anything, and that is to give it everything. I do, and I demand that my players do. — Vince Lombardi, football coach

The spirit, the will to win, and the will to excel are the things that endure. These qualities are so much more important than the events that occur. — Vince Lombardi, football coach

If you can't accept losing, you can't win. — Vince Lombardi, football coach

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, football coach

To achieve success, whatever the job we have, we must pay the price. — Vince Lombardi, football coach

Winning isn't everything, it's the only thing. — Vince Lombardi, football coach

It's easy to have faith in yourself and have discipline when you're a winner, when you're number one. What you've got to have is faith and discipline when you're not yet a winner. — Vince Lombardi, football coach

Let me tell you what winning means: You're willing to go longer, work harder, give more than anyone else. — Vince Lombardi, football coach

The dictionary is the only place that success comes before work. — Vince Lombardi, football coach

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, poet

The talent of success is nothing more than doing what you can do well, and doing well whatever you do. — Henry Wadsworth Longfellow, poet

The heights by great men reached and kept were not attained by sudden flight, / But they, while their companions slept, were toiling upward in the night. — Henry Wadsworth Longfellow, poet

Most people would succeed in small things if they were not troubled by great ambitions. — Henry Wadsworth Longfellow, poet

Your success is one step outside of your comfort zone. — Rebecca Louise, fitness trainer

Pleasure is a by-product of doing something that is worth doing. Therefore, do not seek pleasure as such. Pleasure comes of seeking something else, and comes by the way. — A. Lawrence Lowell, educator and political scientist

I wanted Yoda to be the traditional kind of character you find in fairy tales and mythology. And that character is usually a frog or a wizened old man on the side of the road. The hero is going down the road and meets this poor and insignificant person. The goal or lesson is for the hero to learn to respect everybody and to pay attention to the poorest person because

that's where the key to his success will be. — George Lucas, director and screenwriter

Success is that old A B C: ability, breaks, and courage. — Charles Luckman

If, therefore, you love those who love you, where is your loving kindness? For even sinners love those who love them. And if you do good only to those who do good to you, where is your goodness? For sinners also do the same. And if you lend only to him from whom you expect to be paid back, where is your favor? For sinners also lend to sinners, to be paid back likewise. But love your enemies, and do good to them, and lend and do not cut off anyone's hope; thus your reward will increase and you will become sons of the Most High. — *Luke 6:32-36*

If you're right, you can fight city hall and win. — Orlando Lyles

Don't have a plan B. If you go into something thinking it might not work out, then you've already failed. The people who make it are those who put everything they have into whatever their dream is. — Andre "Dre" Lyon, rapper and music producer

Know that patience is more than a virtue. People think waiting for success is a negative thing, but it's not. It's preparing you for success when it does come. — Andre "Dre" Lyon, rapper and music producer

M

Age wrinkles the body. Quitting wrinkles the soul. -
Douglas MacArthur, general

You can't win any game unless you are ready to win.
— Connie Mack, baseball manager

People begin to become successful the minute they
decide to be. — Harvey MacKay, businessman and
author

The only yardstick for success our society has is being
a champion. No one remembers anything else. —
John Madden, football coach and commentator

If you want to be truly successful, invest in yourself to
get the knowledge you need to find your unique
factor. When you find it and focus on it and
persevere, your success will blossom. — Sidney
Madwed

Nature is the most efficient organizer. Simplicity and
naturalness will bring success. — Maharishi Mahesh
Yogi, guru

If we think of defeat, that is what we will get. If we
are undecided, nothing will happen to us. We must
just pick up something great to do and do it. Never

think of failure at all, for as we think now, that is what we will get. — Maharishi Mahesh Yogi, guru

Take it easy. Take it as it comes. And if it doesn't come, go out and get it. And if it isn't there, create it. — Maharishi Mahesh Yogi, guru

If the desires are supported by nature, then that is the proof that the faith is substantial. — Maharishi Mahesh Yogi, guru

Purity of life is the basis of all success in the world. — Maharishi Mahesh Yogi, guru

Success isn't measured by the square foot. — Mandalay Bay Resort magazine advertisement

I will persist until I succeed. Always will I take another step. If that is of no avail I will take another, and yet another. In truth, one step at a time is not too difficult.... I know that small attempts, repeated, will complete any undertaking. — Og Mandino, inspirational author and speaker

Failure will never overtake me if my determination to succeed is strong enough. — Og Mandino, inspirational author and speaker

Obstacles are necessary for success because in selling, as in all careers of importance, victory comes only after many struggles and countless defeats. Yet each struggle, each defeat, sharpens your skills and strengths, your courage and your endurance, your ability and your confidence and thus each obstacle is a comrade-in-arms forcing you to become better... or quit. Each rebuff is an opportunity to move forward; turn away from them, avoid them, and you throw

away your future. — Og Mandino, inspirational author and speaker

If I persist, if I continue to try, if I continue to charge forward, I will succeed. — Og Mandino, inspirational author and speaker

The only certain means of success is to render more and better service than is expected of you, no matter what your task may be. — Og Mandino, inspirational author and speaker

Even if you have failed at all else in the eyes of the world, if you have a loving family, you are a success. — Og Mandino, inspirational author and speaker

Failure is a part of life, the most important part. It's the part that teaches us things, and it's the part that hurts. — Marshall Mann, character in *In Plain Sight* TV show

Make it a life rule to give your best to whatever passes through your hands. Stamp it with your personal character. Let superiority be your trademark. — Orison Swett Marden, author

I've accomplished many things, but what I cherish more than any record I hold, fourth-quarter comeback, or any wins I was involved in is the relationships. — Dan Marino, football player

Successful people are the ones who think up things for the rest of the world to keep busy at. — Don Marquis, humorist

My family taught me the most important lesson of all: If you want to be a success at work, you need also to

be a success at home. Learning this balance has helped me achieve a long and successful career. — Garry Marshall, director, *Wake Me When It's Funny*

Life is one struggle after another to succeed, particularly when you're starting out. — Garry Marshall, director, *Wake Me When It's Funny*

Your goals, minus your doubts, equal your reality. — Ralph Marston

Success will never be a big step in the future, success is a small step taken just now. — Jonatan Mårtensson

Be so good they can't ignore you. — Steve Martin, comedian (his secret for success)

Patience is the bridge you walk over to get to success. — Ron Martino, life coach

Climbing the ladder of success takes stamina, know-how and a little luck. — MassMutual financial group magazine advertisement

The first law of success is concentration, to bend all the energies to one point, and to go directly to that point, looking neither to the right, nor to the left. — William Matthews

It is not wealth one asks for, but just enough to preserve one's dignity, to work unhampered, to be generous, frank and independent. — William Somerset Maugham, novelist, *Of Human Bondage*

If you think you can do something, that's confidence. If you can do it, that's competence. Both are needed

for success. — John C. Maxwell, author, *Winning with People*

Successful people make the major decisions in their life early and manage them daily. — John C. Maxwell, author, *Winning with People*

If you travel alone, you can probably go faster. But the journey will never be as rewarding, and you probably won't be able to go as far. — John C. Maxwell, author, *Winning with People*

You cannot disconnect attitude from reality and expect success. — John C. Maxwell, author, *Winning with People*

Imagine if you succeeded in making the world perfect for your children what a shock the rest of life would be for them. — Joyce Maynard

Enjoy the power and beauty of your youth. Don't worry about the future. Sing. — Mazda MPV minivan TV commercial

You just learned the first negative thing about success. People come out of the woodwork. — Ally McBeal, character in *Ally McBeal* TV show

Leaders can let you fail and yet not let you be a failure. — Stanley McChrystal, general

Real success is finding your lifework in the work that you love. — David McCullough, historian

What is the single most important quality in a tennis champion? I would have to say desire, staying in

there and winning matches when you are not playing that well. — John McEnroe, tennis player

Everybody loves success, but they hate successful people. — John McEnroe, tennis player

To succeed in life, you need three things: a wishbone, a backbone, and a funnybone. — Reba McEntire, country singer

The true musician is to bring light into people's hearts. If I can bring joy into the world, if I can get people to stop thinking about their pain for a moment, or the fact that tomorrow morning they're going to get up and tell their boss off—if I can delay that for a moment and bring a little joy into that spat and help them to see things a little bit differently, then I'll be successful. — Bobby McFerrin, singer

At the end of the day, whether or not those people are comfortable with how you're living your life doesn't matter. What matters is whether you're comfortable with it. — Phillip C. McGraw, TV talk show host

There is no greater joy nor greater reward than to make a fundamental difference in someone's life. — Sister Mary Rose McGeady

Set priorities for your goals. A major part of successful living lies in the ability to put first things first. Indeed, the reason most major goals are not achieved is that we spend our time doing second things first. — Robert J. McKain

A successful marriage requires falling in love many times, always with the same person — Mignon McLaughlin

Acceptance is not a state of passivity or inaction. I am not saying you can't change the world, right wrongs, or replace evil with good. Acceptance is, in fact, the first step to successful action. If you don't fully accept a situation precisely the way it is, you will have difficulty changing it. Moreover, if you don't fully accept the situation, you will never really know if the situation should be changed. — Peter McWilliams, author, *Life 101*

If our early lessons of acceptance were as successful as our early lessons of anger, how much happier we would all be. — Peter McWilliams, author, *Life 101*

I must admit that I personally measure success in terms of the contributions an individual makes to her or his fellow human beings. — Margaret Mead, anthropologist

I can honestly say that I was never affected by the question of the success of an undertaking. If I felt it was the right thing to do, I was for it regardless of the possible outcome. — Golda Meir, Israeli prime minister

It is better to fail in originality than to succeed in imitation. — Herman Melville, novelist

Live your life such that if you were to die at that very moment you would feel proud to have it described in your epitaph. For example, "So-and-so died while helping an old lady cross the street" is considerably

preferred to, "So-and-so died while engaging in autoerotic asphyxiation." — Jason Merchey

In a world full of change, success means achieving the things that matter most to you—whether it's taking care of your family, pursuing a second career, or obtaining the unobtainable. — Merrill Lynch magazine advertisement

The logic of worldly success rests on a fallacy—the strange error that our perfection depends on the thoughts and opinions and applause of other men. A weird life it is to be living always in somebody else's imagination, as if that were the only place in which one could become real. — Thomas Merton, monk, *The Seven Story Mansion*

The road to success is paved with mistakes, well-handled. Overcoming adversity with imagination, courage, good humor and confidence is a crucial skill. — Danny Meyer, chef

Ninety percent of those who fail are not actually defeated. They simply quit. — Paul J. Meyer

The greater danger for most of us isn't that our aim is too high and miss it, but that it is too low and we reach it. — Michelangelo, artist

Interviews are only 14% accurate in predicting success on the job. The root cause for inaccuracies: personal bias. — Michigan State University study

If you plan to win as I do, the game never ends. — Stan Mikita, basketball player

Decide what success means to you. Your definition of success is what is important. You will feel more productive and enjoy life more doing things that are meaningful to you. Always do a goal evaluation to measure your accomplishments against your priorities. — Diane and Virgil Miller, authors, *Become a Success Magnet*

Fighting not good, but if must fight, win. — Mr. Miyagi, character in *The Next Karate Kid* movie

There are some defeats more triumphant than victories. — Michel de Montaigne, essayist

If you would like to achieve your goals and be a successful, dynamic person, then your very first step must be to make up your mind. — Alfred Armand Montapert

Helping others gives success true meaning. — Montblanc TimeWalker watches magazine advertisement

Success in the majority of circumstances depends on knowing how long it takes to succeed. — Charles de Montesquieu, philosopher

Never help a child with a task at which he feels he can succeed. — Maria Montessori, educator

If you achieve success, you will get applause, and if you get applause, you will hear it. My advice to you concerning applause is this; enjoy it but never quite believe it. — Robert Montgomery, actor

The secret to success is to just put one foot in front of the other, and don't get too far ahead of yourself. — Julianne Moore, actress

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, actress

I am convinced that success is not measured by what you get out of life, but by what you give back. — Jerry Moran

When you combine passion and hard work, then success is always possible. — Arte Moreno, first Hispanic owner of a major league sports team (baseball)

There is only one success—to be able to spend your life in your own way. — Christopher Morley, author and critic

Big shots are only little shots who keep shooting. — Christopher Morley, author and critic

When I am, as it were, completely myself, entirely alone, and of good cheer—say traveling in a carriage, or walking after a good meal, or during the night when I cannot sleep—it is on such occasions that my ideas flow best and most abundantly. Whence and how these come I know not nor can I force them. Nor do I hear in my imagination the parts successively, but I hear them at the same time all together. — Wolfgang Amadeus Mozart, composer

Successful marriage is always a triangle: a man, a woman, and God. — Cecil Myers

N

I think that at some point in your life you realize you don't have to worry if you do everything you're supposed to do right. Or if not right, if you do it the best you can... what can worry do for you? You are already doing the best you can. — Joe Namath, football player

You want to learn the secret of our success, is that right? Alright I'll teach you. First of all you start off with a period of several thousand years, during which you have nothing to sustain you but a great bearded legend. Oh my friend you have no land to call your own, to grow food on or to hunt. You have nothing. You're never in one place long enough to have geography or an army or a land myth. All you have is a little brain. A little brain and a great bearded legend to sustain you and convince you that you are special, even in poverty. But this little brain, that's the real key you see. With this little brain you go out and you buy a piece of cloth and you cut that cloth in two and you go and sell it for a penny more than you paid for it. Then you run right out and buy another piece of cloth, cut it into three pieces and sell it for three pennies profit. But, my friend, during that time you must never succumb to buying an extra piece of bread for the table or a toy for a child, no. You must immediately run out and get yourself a still larger piece cloth and and so you repeat this process over and over and suddenly you discover something. You have no longer any desire, any temptation to dig into

the Earth to grow food or to gaze into a limitless land and call it your own, no no. You just go on and on and on repeating this process over the centuries over and over and suddenly you make a grand discovery. You have a mercantile heritage! You are a merchant. You are known as a user, a man with secret resources, a witch, a pawnbroker, a shylock, a mockery and a kike! — Sol Nazerman, character in *The Pawnbroker* movie

It's been said that a people deserve the leadership they get, and I think it means perhaps we need to redefine success. If in our personal lives we think of success as power, or prestige, or money, then perhaps we shouldn't expect that our leadership is going to reflect different values. — Marilyn Carlson Nelson, CEO, Carlson Companies

If you don't make the time to work on creating the life that you want, you're going to spend a lot of time dealing with a life you don't want. — Kevin Ngo

Achievement is largely the product of steadily raising one's level of aspiration and expectation. — Jack Nicklaus, golfer

Successful people are not gifted; they just work hard, then succeed on purpose. — G. K. Nielson

A thinker sees his own actions as experiments and questions—as attempts to find out something. Success and failure are for him answers above all. — Friedrich Nietzsche, philosopher, *The Gay Science*

Success has always been a great liar. — Friedrich Nietzsche, philosopher

Living successfully, getting the things we want from life, is a matter of solving the problems that stand between where we are now and the point we wish to reach. — Earl Nightingale, inspirational author

Learn to enjoy every minute of your life. Be happy now. Don't wait for something outside of yourself to make you happy in the future. — Earl Nightingale, inspirational author

We must be the epitome—the embodiment-of success. We must radiate success before it will come to us. We must first become mentally, from an attitude standpoint, the people we wish to become. — Earl Nightingale, inspirational author

People with goals succeed because they know where they are going. — Earl Nightingale, inspirational author

95 percent of people never succeed because they're following the wrong group. — Earl Nightingale, inspirational author

As in all successful ventures, the foundation of a good retirement is planning. — Earl Nightingale, inspirational author

Think how really precious is the time you have to spend, whether it's at work or with your family. Every minute should be enjoyed, savored. — Earl Nightingale, inspirational author

Success is the progressive realization of a worthy goal or ideal. — Earl Nightingale, inspirational author

Successful people are dreamers who have found a dream too exciting, too important, to remain in the realm of fantasy. Day by day, hour by hour, they toil in service of their dream until they can see it with their eyes and touch it with their hands. — Earl Nightingale, inspirational author

If you win by cheating, you don't really win at all. — nine-year-old girl (quoted by Laura Schlessinger)

A man is not finished when he's defeated; he's finished when he quits. — Richard M. Nixon, U.S. president

Always remember others may hate you but those who hate you don't win unless you hate them. And then you destroy yourself. — Richard M. Nixon, U.S. president

Success is not the place one arrives, but rather the spirit with which one undertakes and continues the journey. — Alex Noble

It is harder for a poor man to be successful than it is for a rich man. — Gregory Nunn, golfer



Whatever you do, you should want to be the best at it. Every time you approach a task, you should be aiming to do the best job that's ever been done at it and not stop until you've done it. Anyone who does that will be successful—and rich. — David Ogilvy, advertising copywriter

Resolve to succeed. Some argue that more marriages would flourish if we burned the ship called divorce. — Hugh O'Neill, magazine columnist

Whatever the contest, it's far easier to win once you're unafraid to lose. — Hugh O'Neill, magazine columnist

No successful entrepreneur ever said, "Forget the big picture, let's focus on the minutiae." — Onvia.com magazine advertisement

If at first you don't succeed, try, try again. Don't think of it as a failure. Think of it as timed-release success. — Robert Orben, humorist and editor

If you're climbing the ladder of life, you go rung by rung, one step at a time. Don't look too far up. Set your goals high but take one step at a time. Sometimes you don't think you're progressing until you step back and see how high you've really gone. — Donny Osmond, singer

What is harder than rock, or softer than water? Yet soft water hollows out hard rock. Persevere. — Ovid, poet

I'd like just to be remembered as a guy that came along and did his music, did his best and showed up on time, clean and ready to do the job, wrote a few songs, and had a hell of a time. — Buck Owens, country singer and songwriter

P

Don't care if you're rich or not, as long as you live comfortably and can have everything you want. — Pardo's Postulates

The intelligent man is one who has successfully fulfilled many accomplishments, and is yet willing to learn more. — Ed Parker, kenpo grandmaster

The guy who takes a chance, who walks the line between the known and unknown, who is unafraid of failure, will succeed. — Gordon Parks, photographer and director

If a man can reach the latter days of his life with his soul intact, he has mastered life. — Gordon Parks, photographer and director

You can't succeed in business unless you develop the intellect, which controls the mind and body. — Swami Parthasarathy, guru

Success is how high you bounce when you hit bottom. — George S. Patton, general

To tend unflinchingly, unflinchingly, towards a goal is the secret of success. — Anna Pavlova, ballerina

To follow, without halt, one aim: There's the secret of success. — Anna Pavlova, ballerina

Start-ups are like extreme skiing runs. The person who wins is the one who doesn't die. Success in a start-up is being around tomorrow, lots of days in a row. — Bo Peabody, Tripod founder

The more you lose yourself in something bigger than yourself, the more energy you will have. — Norman Vincent Peale, minister and author

Formulate and stamp indelibly on your mind a mental picture of yourself as succeeding. Hold this picture tenaciously. Never permit it to fade. Your mind will seek to develop the picture...Do not build up obstacles in your imagination. — Norman Vincent Peale, minister and author

Believe in yourself. Have faith in your abilities. Without a humble but reasonable confidence in your own powers you cannot be successful or happy. — Norman Vincent Peale, minister and author

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, minister and author

This is one of the greatest laws of the universe.... If you think in negative terms, you will get negative results. If you think in positive terms, you will achieve positive results.... In three words: Believe and succeed. — Norman Vincent Peale, minister and author

Behind every successful man there is a surprised woman. — Maryon Pearson, Canadian first lady

One of the secrets of life is to make stepping stones out of stumbling blocks. — Jack Penn

Something in human nature causes us to start slacking off at our moment of greatest accomplishment. As you become successful, you will need a great deal of self-discipline not to lose your sense of balance, humility and commitment. — H. Ross Perot, businessman and presidential candidate

Success consists in being successful, not in having potential for success. Any wide piece of ground is the potential site of a palace, but there's no palace till it's built. — Fernando Pessoa

If you let failure bother you, you'll never succeed. — J. Peterman, cataloger

Life is pretty simple: You do some stuff. Most fails. Some works. You do more of what works. If it works big, others quickly copy it. Then you do something else. The trick is the doing something else. — Thomas Peters, business author

Don't worry about trends. The best successes often lie in redefining dormant businesses. — Thomas Peters, business author

It's a comfort to know there are heroes among us—regular people, just like you—willing to do what they can to make the world a better place. Heroes give instead of take. They act instead of talk. They step forward and do the hard and unseen jobs. To give the best of themselves, measuring their own success not

by wealth or comfort, but by the lives they touch along the way. That's what heroes do and you are one of those people. Maybe you don't think of yourself that way but that's what you are. And I just want to tell you how grateful I am to know you and to know that there are heroes like you in the world. — J. F. Peterson

The secret of greatness is simple: do better work than any other man in your field—and keep on doing it. — Wilfred A. Peterson

You fail all of the time. But you aren't a failure until you start blaming someone else. — Bum Phillips, football coach

Winning is only half of it. Having fun is the other half. — Bum Phillips, football coach

The key to success is not to worry about being successful but to instead work toward being significant—and success will naturally follow. — Wintley Phipps, gospel singer

Action is the foundational key to all success. — Pablo Picasso, artist

If you have made mistakes, even serious ones, there is always another chance for you. What we call failure is not the falling down but the staying down. — Mary Pickford, actress

Each man is capable of doing one thing well. If he attempts several, he will fail to achieve distinction in any. — Plato, philosopher

Hard work beats talent when talent fails to work hard.

— David Pollack, football player

Success breeds conservatism, and that means a love affair with the status quo and an aversion to change.

— Frank Popoff, CEO of Dow Chemical

Mistakes are stepping stones to success. — Charles E. Popplestone

The successful man is prosperous, because he has developed ninety-five percent of his ability. The failure is poor, because only five percent of his natural talents have been utilized. — Charles E. Popplestone

There are no secrets to success. It is the result of preparation, hard work, and learning from failure. — Colin Powell, general and U.S. secretary of state

If everything were to turn out just like I would want it to, then I would never experience anything new; my life would be an endless repetition of stale successes. — Hugh Prather, author, *Notes from Myself*

Put your happiness first. Success and results will follow. Happy people make others happy. — Christen Press, soccer player

The ultimate of being successful is the luxury of giving yourself the time to do what you want to do. — Leontyne Price, singer

The key to real success is to take all your fears and put them in a box and lock them away. Of course not every evil can be tied up in a neat little package. But that's the challenge - to face our own personal darkness and to put our demons where they can't hurt us any more, to do what we can to make the

world a better place. — Jim Profit, character in *Profit*
TV show

In the end, the team with the most runs, not home
runs, wins. — PSEG magazine ad

Q

If we don't succeed, we run the risk of failure. — Dan Quayle, U.S. vice president

If your success is not on your own terms, if it looks good to the world but does not feel good in your heart, it is not success at all. — Anna Quindlan, novelist

R

Don't suspend your life in order to lose weight. — L.
R. in *Weight Watchers 101 Secrets for Success*

We do not hold the belief that this earth is a realm of misery where man is doomed to destruction. We do not think that tragedy is our natural fate and we do not live in chronic dread of disaster. We do not expect disaster until we have specific reason to expect it—and when we encounter it, we are free to fight it. It is not happiness, but suffering that we consider unnatural. It is not success, but calamity that we regard as the abnormal exception in human life. — Ayn Rand, philosopher and novelist

Instead of thinking about where you are, think about where you want to be. It takes twenty years of hard work to become an overnight success. — Diana Rankin

Success is in the details. — Raymond Weil watches magazine advertisement

The opposite of success is not failure, but mediocrity. To achieve big successes, you need to take big risks. If you take little or no risks, mediocrity is guaranteed. — Michael Raynor, business consultant and professor

Companies that have failed and those that have succeeded tend to have strategies that actually look

more or less the same. — Michael Raynor, business consultant and professor

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, U.S. president and actor

To grasp and hold a vision, that is the very essence of successful leadership. — Ronald Reagan, actor and U.S. president

Politics is not a bad profession. If you succeed there are many rewards, if you disgrace yourself you can always write a book. — Ronald Reagan, U.S. president and actor

Once you choose hope, anything's possible. — Christopher Reeve, actor and director

I refuse to allow a disability to determine how I live my life. Setting a goal that seems daunting actually is helpful toward recovery. — Christopher Reeve, actor and director

Some folks succeed because they're destined to, but most succeed because they're determined to. — Roy Reiman, magazine publisher

Failure is not the only punishment for laziness; there is also the success of others. — Jules Renard, novelist

Achieving the goal is a good feeling, but to get there you have to also get through the failures. You've got to be able to pick yourself up and continue. — Mary Lou Retton, gymnast

The secret to success on the job is to work as though you were working for yourself. — Lair Ribeiro, author, *Success Is No Accident*

I have made as much out of myself as could be made of the stuff, and no man should require more. — Jean Paul Richter, novelist

If your daily life seems poor, do not blame it; blame yourself that you are not poet enough to call forth its riches; for the Creator, there is no poverty. — Rainer Maria Rilke, poet

The secret to success in life is to find something that you enjoy doing so much that you would gladly do it for nothing. — Cavett Robert, speaker

Success is often just six inches away—the distance between your ears. — Anthony Robbins, peak performance coach and author

I have one simple principle: It's impossible to build on failure. You build only on success. — Anthony Robbins, peak performance coach and author

The path to success to take massive, determined action. — Anthony Robbins, peak performance coach and author

Setting goals is the first step in turning the invisible into the visible. — Anthony Robbins, peak performance coach and author

If you want to be successful, find someone who has achieved the results you want and copy what they do and you'll achieve the same results. — Anthony Robbins, peak performance coach and author

Success is not an accident. Success leaves clues. — Anthony Robbins, peak performance coach and author

Quality questions create a quality life. Successful people ask better questions, and as a result, they get better answers. — Anthony Robbins, peak performance coach and author

Success comes from taking the initiative and following up... persisting... eloquently expressing the depth of your love. What simple action could you take today to produce a new momentum toward success in your life? — Anthony Robbins, peak performance coach and author

Most people fail in life because they major in minor things. — Anthony Robbins, peak performance coach and author

Success without fulfillment is failure. — Anthony Robbins, peak performance coach and author

Success is doing what you want to do, when you want, where you want, with whom you want, as much as you want. — Anthony Robbins, peak performance coach and author

My definition of success is to live your life in a way that causes you to feel a ton of pleasure and very little pain—and because of your lifestyle, have the people around you feel a lot more pleasure than they do pain. — Anthony Robbins, peak performance coach and author

Successful people ask better questions, and as a result, they get better answers. — Anthony Robbins, peak performance coach and author

There exists a false aristocracy based on family name, property, and inherited wealth. But there likewise exists a true aristocracy based on intelligence, talent and virtue. — Tom Robbins, novelist

The will to win, the desire to succeed, the urge to reach your full potential—these are the keys that will unlock the door to personal excellence. — Eddie Robinson, football coach

If you want to succeed you should strike out on new paths, rather than travel the worn paths of accepted success. — John D. Rockefeller, Sr., businessman

Never continue in a job you don't enjoy. If you're happy in what you're doing, you'll like yourself, you'll have inner peace. And if you have that, along with physical health, you will have had more success than you could possibly have imagined. — Rodan of Alexandria

Enjoy your sweat because hard work doesn't guarantee success, but without it you don't have a chance. — Alex Rodriguez, baseball player

The day that you decide to change your life does not usually feel like a very special day. It starts out just like today. You are reading these words because you are ready. Today is the first day of your success story. Be bold, and mighty forces will come to your aid. — Justin Rogers

Live in such a way that you would not be ashamed to sell your parrot to the town gossip. — Will Rogers, humorist

To be successful in life or in business, you need to

know what you're doing, love what you're doing, and believe what you're doing. — Will Rogers, humorist

Success is neither magical nor mysterious. Success is the natural consequence of consistently applying the basic fundamentals. — Jim Rohn, business author

Success is something you attract by the person you become. — Jim Rohn, business author

Sales success is neither magical nor mysterious. Sales success is the natural consequence of consistently applying the basic fundamentals. — Jim Rohn, business author

Success is steady progress towards one's personal goals. — Jim Rohn, business author

The twin killers of success are impatience and greed. — Jim Rohn, business author

Pick up the challenge. Go for it. When you're focusing on growth, it's easy to do all you can. It's easy to succeed. It's easy to have financial freedom. The more you do, the more you get. — Jim Rohn, business author

Success is nothing more than a few simple disciplines, practiced every day. — Jim Rohn, business author

It doesn't matter whether you earn ten thousand dollars a year or a million dollars a year as long as you've done the best you can. The essence of life is growth. It is doing the best you possibly can. — Jim Rohn, business author

Success is not to be pursued; it is to be attracted by the person you become. — Jim Rohn, business author

Your success level rarely exceeds your level of personal development, because success is built by the person you become. — Jim Rohn, business author

Failure is not a single cataclysmic event. We do not fail overnight. Failure is the inevitable result of an accumulation of poor thinking and poor choices. To put it more simply, failure is nothing more than a few errors in judgment repeated every day. — Jim Rohn, business author, *The Formula for Failure and Success*

There are people who achieve greatness by breaking the mold rather than trying to fit in it. These are the people who stand apart by doing things their own way. And doing them better than they've ever been done before. — Rolex watches magazine advertisement

You don't get a big result if you don't challenge people with big goals. — Kevin Rollins, CDO, Dell Computers

You always pass failure on the way to success. — Mickey Rooney, actor

You gain strength, courage and confidence by every experience in which you really stop to look fear in the face.... You must do the thing you think you cannot do. — Eleanor Roosevelt, first lady, diplomat, and humanitarian

It is common sense to take a method and try it. If it fails, admit it frankly and try another. But above all,

try something. — Franklin D. Roosevelt, U.S. president

The boy who is going to make a great man must not make up his mind merely to overcome a thousand obstacles, but to win in spite of a thousand repulses and defeats. — Theodore Roosevelt, U.S. president

The only man who never makes a mistake is the man who never does anything. — Theodore Roosevelt, U.S. president

It is not the critic who counts; not the man who points out how the strong man stumbles, or where the doer of deeds could have done them better. The credit belongs to the man who is actually in the arena, whose face is marred by dust and sweat and blood, who strives valiantly; who errs and comes short again and again; because there is not effort without error and shortcomings; but who does actually strive to do the deed; who knows the great enthusiasm, the great devotion, who spends himself in a worthy cause, who at the best knows in the end the triumph of high achievement and who at the worst, if he fails, at least he fails while daring greatly. So that his place shall never be with those cold and timid souls who know neither victory nor defeat. — Theodore Roosevelt, U.S. president

I need not tell you that character counts for a great deal more than either intellect or body in winning success in life. Athletic proficiency is a mighty good servant, and like so many other good servants, a mighty bad master. — Theodore Roosevelt, U.S. president

Far and away the best prize that life offers is the chance to work hard at work worth doing. — Theodore Roosevelt, U.S. president

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 the gray twilight that knows neither victory nor defeat. — Theodore Roosevelt, U.S. president, *The Man in the Arena*

Don't do anything that isn't play. And it will be play if your only reason to be doing it is to enrich lives. That's the most fun game in town—compassionate giving. — Marshall Rosenberg

It takes time to succeed because success is merely the natural reward of taking time to do anything well. — Joseph Ross

There is no doubt in my mind that there are many ways to be a winner, but there is really only one way to be a loser and that is to fail and not look beyond the failure. — Kyle Rote, Jr.

Not in time, place, or circumstances, but in the man lies success. — Charles Rouss

If the music doesn't relate to people and win success, it's a waste of time. — Kevin Rowland of Dexy's Midnight Runners

Failure meant a stripping away of the inessential. I stopped pretending to myself that I was anything other than what I was, and began to direct all my energy into finishing the only work that mattered to me. Had I succeeded at anything else, I might have

never found the determination to succeed in the one arena I believed I truly belonged. — J.K. Rowling, fantasy novelist

It is impossible to live without failing at something, unless you live so cautiously that you might as well not have lived at all—in which case, you fail by default. — J.K. Rowling, fantasy novelist

Failure gave me an inner security that I had never attained by passing examinations. Failure taught me things about myself that I could have learned no other way. — J.K. Rowling, fantasy novelist

If you want to see the true measure of a man, watch how he treats his inferiors, not his equals. — J. K. Rowling, fantasy novelist, *Harry Potter and the Goblet of Fire*

It is our choices, Harry, that show what we truly are, far more than our abilities. — J. K. Rowling, fantasy novelist, *Harry Potter and the Chamber of Secrets*

The only place you can win a football game is on the field; the only place you can lose it is in your hearts. — Darrell Royal, football coach

Of course, there is no formula for success except perhaps an unconditional acceptance of life and what it brings. — Artur Rubenstein, pianist

Success doesn't suck. — Darius Rucker, singer and songwriter

In Hollywood a marriage is a success if it outlasts milk. — Rita Rudner, comedienne

Success tends to go not to the person who is error-free, because he also tends to be risk-averse. Rather it goes to the person who recognizes that life is pretty much a percentage business. It isn't making mistakes that's critical; it's correcting them and getting on with the principal task. — Donald Rumsfeld, U.S. secretary of defense

In order that people may be happy in their work, these three things are needed: They must be fit for it. They must not do too much of it. And they must have a sense of success in it. — John Ruskin, art critic

S

Failures are divided into two classes: those who thought and never did, and those who did and never thought. — John Charles Salak

If you want to achieve a high goal, you're going to have to take some chances. — Alberto Salazar

Success is earned. — Salomon Smith Barney magazine advertisement

I let my racket do the talking. That's what I am all about, really. I just go out and win tennis matches. — Pete Sampras, tennis player

Success is how well you navigate the demands around you. — Samsonite luggage magazine advertisement

To succeed in business we must also succeed in life. — Samsung Heavy Industries magazine advertisement

I always enjoy what I do. Win or lose, I enjoy everything. — Johan Santana, baseball pitcher

Happiness is the only sanction of life; where happiness fails, existence remains a mad and lamentable experiment. — George Santayana, philosopher, *Life of Reason*

Progress, far from consisting in change, depends on retentiveness. When change is absolute there remains no being to improve and no direction is set for possible improvement: and when experience is not retained, as among savages, infancy is perpetual. Those who cannot remember the past are condemned to repeat it. In the first stage of life the mind is frivolous and easily distracted, it misses progress by failing in consecutiveness and persistence. This is the condition of children and barbarians, in which instinct has learned nothing from experience. — George Santayana, philosopher, *Life of Reason*

Nobody can be successful if he doesn't love his work, love his job. — David Sarnoff, producer

Success, in a generally accepted sense of the term, means the opportunity to experience and to realize to the maximum the forces that are within us. — David Sarnoff, producer

The only place where success comes before work is a dictionary. — Vidal Sassoon, haircutter

Fail hard. Fail Fast. Fail often. It's the key to success. — Reshma Saujani, founder of Girls Who Code

Find a place where you feel that what you're doing gives you joy and at the same time is helping others. — Diane Sawyer, TV host

He who has done his best for his own time has lived for all times. — Johann Friedrich Von Schiller, poet, historian, and dramatist

The size of your success is defined by the size of the problem that upsets you! — Matthias Schmelz, author, *The Millionaire Maker*

Goals are not only absolutely necessary to motivate us. They are essential to really keep us alive. — Robert H. Schuller, preacher

Most people who succeed in the face of seemingly impossible conditions are people who simply don't know how to quit. — Robert H. Schuller, preacher

The man who has done his best has done everything. — Charles M. Schwab, investment businessman

A man can succeed at almost anything for which he has unlimited enthusiasm. — Charles M. Schwab, investment businessman

The best place to succeed is where you are with what you've got. — Charles M. Schwab, investment businessman

Part of setting a goal is finding a way to reach it. — Charles Schwab TV commercial

Here is the basic rule for winning success. Let's mark it in the mind and remember it. The rule is: Success depends on the support of other people. The only hurdle between you and what you want to be in is the support of other people. — David J. Schwartz, author, *The Magic of Thinking Big*

Money doesn't make you happy. I now have \$50 million, but I was just as happy when I had \$48 million. — Arnold Schwarzenegger, movie star, body builder, and California governor

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, humanitarian and philosopher

A great secret of success is to go through life as a man who never gets used up. — Albert Schweitzer, doctor and humanitarian

I have found that I always learn more from my mistakes than from my successes. If you aren't making some mistakes, you aren't taking enough chances. — John Scully, CEO, Apple and Pepsi

Success in life means doing that thing than which nothing else conceivable seems more noble or satisfying or remunerative. — Alan Seeger, singer and songwriter

Work is the least important thing and family is the most important. — Jerry Seinfeld, comedian

The traditional version tells us that there are two things you need to succeed: talent and hunger, or drive. I have added a third thing, and that is optimism. You can have all the talent in the world, but if you don't believe you can overcome failure, if you do not mentally rehearse success, then your talent and drive will come to nothing once you have been knocked down. — Martin Seligman, educator and psychologist

It is the sign of a weak mind to be unable to bear wealth. — Marcus Annaeus Seneca, dramatist, philosopher, and politician

Will you succeed? Yes you will indeed! (98 and 3/4 percent guaranteed.) — Dr. Seuss, author, *Oh, the Places You'll Go*

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, playwright

Success covers a multitude of blunders. — George Bernard Shaw, playwright

Money is indeed the most important thing in the world; and all sound and successful personal and national morality should have this fact for its basis. — George Bernard Shaw, playwright

Success does not consist in never making mistakes but in never making the same one a second time. — George Bernard Shaw, playwright

We have no more right to consume happiness without producing it than to consume wealth without producing it. — George Bernard Shaw, playwright

Successful people in this world are those who get up and look for circumstances they want. If they can't find them, they make them. — George Bernard Shaw, playwright

I dread success. To have succeeded is to have finished one's business on earth, like the male spider, who is killed by the female the moment he has succeeded in his courtship. I like a state of continual becoming, with a goal in front and not behind. — George Bernard Shaw, playwright

I used to think winning a gold medal was the ultimate. Not anymore. Happiness, simple happiness, beats it every time. — Jim Shea, skeleton rider

There's no cap on success. The jury stays out till you take your last breath. — Judy Sheindlin, TV judge, *Beauty Fades, Dumb Is Forever*

Expect a success. Experience a triumph. — Sheraton Chicago magazine advertisement

You've got to believe that you're going to win, and I believe we'll win the World Cup until the final whistle blows and we're knocked out. — Peter Shilton, soccer player

If one asks for success and prepares for failure, he will get the situation he has prepared for. — Florence S. Shinn, author

The two leading recipes for success are building a better mousetrap and finding a bigger loophole. — Edgar Shoaff

The most important thing I know about living is love. Nothing surpasses the benefits received by a human being who makes compassion and love the objective of his or her life. For it is only by compassion and love that anyone fulfills successfully their own life's journey. Nothing equals love. — Sargent Shriver, bureaucrat

Success is not forever and failure isn't fatal. — Don Shula, football coach

How do you keep the world's leading companies 100% satisfied? Just make them 100% successful. — Siebel TV commercial

You may be disappointed if you fail, but you are doomed if you don't try. — Beverly Sills, singer

The difference between failure and success is doing a thing nearly right and doing a thing exactly right. — Edward Simmons

Don't listen to those who say, you taking too big a chance. Michelangelo would have painted the Sistine floor, and it would surely be rubbed out by today. Most important, don't listen when the little voice of fear inside you rears its ugly head and says they all smarter than you out there. They're more talented, they're taller, blonder, prettier, luckier, and they have connections. I firmly believe that if you follow a path that interests you, not to the exclusion of love, sensitivity, and cooperation with others, but with the strength of conviction that you can move others by your own efforts, and do not make success or failure the criteria by which you live, the chances are you'll be a person worthy of your own respects. — Neil Simon, playwright

Hey, we're like soldiers. Would you go to the Roman army and ask them if they thought they were going to win the battle? If I didn't think we could win, I wouldn't be here. I'd stay home and get fat. — Ken Simonton, football player

To have success while being yourself, that's the best kind of success. — Jessica Simpson, singer and actress

Change can either challenge or threaten you; your beliefs pave your way to success or block you. It's your choice. — Marsha Sinetar

You have not lived a perfect day, even though you earned your money, unless you have done something for someone who will never be able to repay you. — Ruth Smeltzer

It is a mistake to suppose that men succeed through success; they much oftener succeed through failures. Precept, study, advice, and example could never have taught them so well as failure has done. — Samuel Smiles

It is possible that the scrupulously honest man may not grow rich so fast as the unscrupulous and dishonest one; but success will be of a truer kind, earned without fraud or injustice. And even though a man should for a time be unsuccessful, still he must be honest; better to lose all and save character. For character is itself a fortune. — Samuel Smiles

The important question is not whether you will fail, but when, and above all, what happens next. — Ed Smith, author, *What Sport Tells Us About Life*

There are two things to aim at in life: First to get what you want; and after that, to enjoy it. Only the wisest of mankind achieve the second. — Logan Pearsall Smith

Whatever you are by nature, keep to it; never desert your line of talent. Be what nature intended you for and you will succeed. Be anything else, and you will be ten thousands times worse than nothing. — Sydney Smith, essayist

The camera feels that you're uncertain and not sure. Let it rip. Fail hard and fail loud. — Will Smith, rapper and actor

Beatles Principle Number 3: Cultivate humility and self-effacement in your dealings with others, especially when you're on the heels of great success. — Andrew Sobel, business consultant

It is a good idea to be ambitious, to have goals, to want to be good at what you do, but it is a terrible mistake to let drive and ambition get in the way of treating people with kindness and decency. The point is not that they will then be nice to you. It is that you will feel better about yourself. — Robert Solow

Do what it takes to win, within the borders of good spirits. And reason. — Angelo Sotira, CEO, DeviantArt.com

If you don't believe you can win, there is no point in getting out of bed at the end of the day. — Neville Southall

To freely bloom—that is my definition of success. — Gerry Spence, author, *How to Argue and Win Every Time*

There are no failures at a class reunion. — Jerry Springer, TV host, Springer's Observation

You're going to fight a lot of wars, and lose some, but success comes when you least expect it. — Sylvester Stallone, actor

I'm not the smartest or the most talented person in the world, but I succeeded because I keep going and going and going. — Sylvester Stallone, actor

Success is not really a destination, it's a journey. — State Farm Insurance magazine advertisement

What's a good investment? Go home from work early and spend the afternoon throwing a ball around with your son. — Ben Stein, TV show host

Old-timers games, weekends, and airplane landings are alike. If you can walk away from them, they're successful. — Casey Stengel, baseball manager

A quarter of the time I have big hits, a quarter of the time artistic successes, a quarter of the time the critics were crazy, and a quarter of the time I was crazy. — Roger Stevens, chairman, Kennedy Center for the Performing Arts

Success is simple. All you have to do is work your ass off every day, and never give up! — Nika Stewart

Successful people know fear—but forge ahead anyway. — Holly Stiel

Everyone who achieves success in a great venture, solved each problem as they came to it. They helped themselves. And they were helped through powers known and unknown to them at the time they set out on their voyage. They kept going regardless of the obstacles they met. — W. Clement Stone, inspirational author and businessman

I have always treated money as the stuff with which one purchases time. — Tom Stoppard, playwright

Success is like wrestling a gorilla. You don't quit when you're tired. You quit when the gorilla is tired. — Robert Strauss

Success to me is having ten honeydew melons and eating only the top half of each one. — Barbara Streisand, singer and actress

Not many people are willing to give failure a second opportunity. They fail once and it is all over. The bitter pill of failure is often more than most people can handle. If you are willing to accept failure and learn from it, if you are willing to consider failure as a blessing in disguise and bounce back, you have got the essential of harnessing one of the most powerful success forces. — Joseph Sugarman, cataloger and marketer

Nothing is more essential to success in any area of your life than the ability to communicate. — Paul W. Swets

I think sometimes as people gain success, the list of things that make them happy gets smaller. — Taylor Swift, country singer

The power of fortune is confessed only by the miserable, for the happy impute all their success to prudence or merit. — Jonathan Swift, novelist

Nothing is so common as unsuccessful men with talent. They lack only determination. — Charles Swindoll

Success is learned. — Sylvan Learning Centers TV commercial

Ode to the fearless. We live in an age where fearless thinkers are transforming the way we live, work and play. Organizations are realizing that the true power of their information is unleashed only when it is readily available, not safely locked away. Business leaders are learning that success comes from letting their people do what they do best—wherever, whenever and however. That having to choose between protecting information and making it available is a choice from the past. The real security is an open door, not a closed one. That when information has no limits, followers become leaders and leaders become pioneers. This is the new world. And in this world, the ones who are fearless are the ones who will lead. Will you be among them? Be fearless. — Symantec software magazine advertisement

Success comes from letting people do what they do best—wherever, whenever and however. — Symantec software magazine advertisement

T

Random tinkering is the path to success. — Nassim Nicholas Taleb, author, *The Black Swan: The Impact of the Highly Improbable*

If football taught me anything about business, it is that you win the game one play at a time. — Fran Tarkenton, football player

Success, in my view, is the willingness to strive for something you really want. The person not reaching the top is no less a success than the one who achieved it, if they both sweated blood, sweat and tears and overcame obstacles and fears. The failure to be perfect does not mean you're not a success. — Fran Tarkenton, football player

Success is a great deodorant. — Elizabeth Taylor, actress

If at first you don't succeed, try, try again—but try to fail better. — Marisa Taylor, article writer

Failing is among life's least pleasant experiences, but nothing else is as essential to success. — Marisa Taylor, article writer

Don't confuse business with pleasure. — Teach, character in *American Buffalo* movie

God doesn't require us to succeed; he only requires that you try. — Mother Theresa, missionary

The success of love is in the loving—it is not in the result of loving. Of course it is natural in love to want the best for the other person, but whether it turns out that way or not does not determine the value of what we have done. — Mother Teresa, missionary

What is success? I think it is a mixture of having a flair for the thing that you are doing, knowing that it is not enough, that you have got to have hard work and a certain sense of purpose. — Margaret Thatcher, British prime minister

Success in life has nothing to do with what you gain in life or accomplish for yourself. It's what you do for others. — Danny Thomas, actor

A lot is said about defense, but at the end of the game, the team with the most points wins, the other team loses. — Isaiah Thomas, basketball player

If all I'm remembered for is being a good basketball player, then I've done a bad job with the rest of my life. — Isaiah Thomas, basketball player

A good illegible signature is a key to success. — Robert H. Thomas

If at first you don't succeed, take a break. — Charles "Chic" Thompson

You must get your living by loving, or at least half of your life is a failure. — Henry David Thoreau, essayist

We must walk consciously only part way toward our goal, and then leap in the dark to our success. — Henry David Thoreau, essayist

Success usually comes to those who are too busy to be looking for it. — Henry David Thoreau, essayist

We were born to succeed, not to fail. — Henry David Thoreau, essayist

If I can put one touch of a rosy sunset into the life of any man or woman, I shall feel that I have worked with God. — Henry David Thoreau, author, *Walden*

I learned this, at least, by my experiment; that 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. He will put some things behind, will pass an invisible boundary; new, universal, and more liberal laws will begin to establish themselves around and within him; or the old laws be expanded, and interpreted in his favor in a more liberal sense, and he will live with the license of a higher order of beings. In proportion as he simplifies his life, the laws of the universe will appear less complex, and solitude will not be solitude, nor poverty poverty, nor weakness weakness. If you have built castles in the air, your work need not be lost; that is where they should be. Now put the foundations under them. — Henry David Thoreau, essayist, *Walden*

If the day and the night are such that you greet them with joy, and life emits a fragrance like flowers and sweet-scented herbs, more elastic, more starry, more immortal—that is your success. — Henry David Thoreau, essayist, *Walden*

Success is a direct result of ambition, connections, or a really good to-do list. — 3Com Palm III organizer magazine advertisement

If at first you don't succeed, try, try again. If that doesn't work, look for a better solution. — Kelvin Throop III, humorist

The good thing about struggling early is you can't hide your weaknesses. You have to address them. Sometimes when you win, it masks things. — Mike Tice, football coach

Never change a winning game; always change a losing one. — Bill Tilden, tennis player

There are three words that convey the secret of the art of living, the secret of all success and happiness: *One With Life*. Being one with life is being one with Now. You then realize that you don't live your life, but life lives you. Life is the dancer, and you are the dance. — Eckhart Tolle, author, *A New Earth*

Do not let yourselves be discouraged or embittered by the smallness of the success you are likely to achieve in trying to make life better. You certainly would not be able, in a single generation, to create an earthly paradise. Who could expect that? But, if you make life ever so little better, you will have done splendidly, and your lives will have been worthwhile. — Arnold Toynbee, historian and social reformer

Success comes when you do what you love to do, and commit to being the best in your field. — Brian Tracy, inspirational speaker and author

If you envy successful people, you create a negative force field of attraction that repels you from ever doing the things that you need to do to be successful. If you admire successful people, you create a positive force field of attraction that draws you toward becoming more and more like the kinds of people that you want to be. — Brian Tracy, inspirational speaker and author

The key to success is to focus our conscious mind on things we desire, not things we fear. — Brian Tracy, inspirational speaker and author

All of your selling success today, and for the rest of your career, will be based on the quality of the relationships that you form with your customers. — Brian Tracy, inspirational speaker and author

Successful people are always looking for opportunities to help others. Unsuccessful people are always asking, What's in it for me? — Brian Tracy, inspirational speaker and author

The price of success must be paid in full, in advance. — Brian Tracy, inspirational speaker and author

The difference between successful people and unsuccessful people is that successful people fail many more times than unsuccessful people. — Brian Tracy, inspirational speaker and author

Optimism is the one quality more associated with success and happiness than any other. — Brian Tracy, inspirational speaker and author

The key to happiness is this: Dedicate yourself to the development of your natural talents and abilities by

doing what you love to do, and doing it better and better in the service of a cause that is greater than yourself. — Brian Tracy, inspirational speaker and author

People create their own success by learning what they need to learn and then by practicing it until they become proficient at it. — Brian Tracy, inspirational speaker and author

Success comes in cans, not can'ts. — Brian Tracy, inspirational speaker and author

No one lives long enough to learn everything they need to learn starting from scratch. To be successful, we absolutely, positively have to find people who have already paid the price to learn the things that we need to learn to achieve our goals. — Brian Tracy, inspirational author and speaker

Those who start with too little money are more likely to succeed than those who start with too much. Energy and imagination are the springboards to wealth creation. — Brian Tracy, inspirational speaker and author

Remember, you only have to succeed the last time. — Brian Tracy, inspirational author and speaker

Ambition is ... the most important single expression of optimism, and it is the key quality for the achievement of great success in sales or in any other field. — Brian Tracy, inspirational speaker and author

Your success in every area of life will be based largely on the quality and quantity of relationships that you can initiate and develop over time. In the world of

business and sales today, relationships are everything. — Brian Tracy, inspirational speaker and author

Every great success is an accumulation of thousands of ordinary efforts that no one sees or appreciates. — Brian Tracy, inspirational speaker and author

There is one prevailing key to success. Do what you resolve to do. Then you'll be a success. If you can discipline yourself to follow through on your promises to yourself, your self-esteem goes up. Persistence is self-discipline in action. Self-discipline is the foundation of self-confidence. — Brian Tracy, inspirational speaker and author

Perhaps the most important word in success and happiness is the word, "ask." — Brian Tracy, inspirational speaker and author

Time management is the central skill of success. Your ability to manage your time, to focus and channel your energies on your highest value tasks, will determine your rewards and your level of accomplishment in life more than any other factor. — Brian Tracy, inspirational speaker and author

Our thoughts and imaginations are the only real limits to our possibilities. No man's success or health will ever reach beyond his own confidence; as a rule, we erect our own barriers. — Ralph Waldo Trine, author

Success is the necessary misfortune of life, but it is only to the very unfortunate that it comes early. — Anthony Trollope, novelist

There's a lot to the credo that success breeds success. It puts you on a high that makes more success like a magnet. I'm a positive thinker who does frequent reality checks. Negatives turn into positives, problems can be solved, things can turn around. The image of success is important, but even more important is the ability to focus on solutions instead of on problems. That way, you'll never be thinking like a loser, and you probably won't look like one either. — Donald Trump, businessman and reality TV star

If you don't tell people about your success, they probably won't know about it. — Donald Trump, businessman and reality TV star

You cannot stop. If there is a concrete wall in front of you, you have to go through it. You can never, ever give up or even think in terms of giving up. — Donald Trump, businessman and reality TV star

A successful man is one who makes more money than his wife can spend. A successful woman is one who can find such a man. — Lana Turner, actress

The real power behind whatever success I have now was something I found within myself—something that's in all of us, I think, a little piece of God just waiting to be discovered. — Tina Turner, singer

Let us endeavor to live that when we come to die even the undertaker will be sorry. — Mark Twain, humorist and novelist

All you need in this life is ignorance and confidence; then success is sure. — Mark Twain, humorist and novelist

Keep away from people who try to belittle your ambitions. Small people always do that, but the really great make you feel that you, too, can become great.
— Mark Twain, novelist and humorist

The man with a new idea is a crank until the idea succeeds. — Mark Twain, humorist and novelist

Part of the secret of success in life is to eat what you like and let the food fight it out inside. — Mark Twain, humorist and novelist

I think money is a burden. All anybody ever needs is just enough money to eat and have a roof over their heads. Any more than that is a stress. — Shania Twain, singer

The enlightened man does not grasp or anticipate anything. He responds but does not retain an impression. Thus he is able to deal successfully with all things, and injures none. — Chuang Tzu, spiritual leader



Don't overlook life's small joys while searching for the big ones. — unknown

Success is sweet, but its secret is sweat. — unknown

Take risks: if you win, you will be happy; if you lose, you will be wise. — unknown

Don't measure yourself by what you have accomplished, but by what you should have accomplished with your ability. — unknown

Your success is measured by your ability to complete things. — unknown

How to succeed 100% of the time: Treat everything in life as a test. — unknown

Anyone can give up. It's the easiest thing in the world to do. But to hold it together when everyone else would understand if you fell apart, that's true strength. — unknown

Success is failure turned inside out. — unknown

Life is measured not by the number of breaths we take, but by the moments that take our breath away. — unknown

Do it. Move it. Make it happen. No one ever sat their way to success. — unknown

Success often comes from taking a misstep in the right direction. — unknown

Teamwork divides the task and doubles the success. — unknown

Don't waste your time thinking about who you ought to be, just be content with who you're becoming. — unknown

If I am in harmony with my family, that's success. — Ute proverb

V

Real difficulties can be overcome; it is only imaginary ones that are unconquerable. — Theodore Vail

Science means simply the aggregate of all the recipes that are always successful. All the rest is literature. — Paul Valery, poet and critic

The key to success is for you to make a habit throughout your life of doing the things you fear. — Vincent Van Gogh, artist

The only way to gain something is to take a risk at something. I've been rejected for many jobs, many movies, but I don't take it as a failure. I just move on. — Sofia Vergara, actress

If you don't invest very much, then defeat doesn't hurt very much and winning is not very exciting. — Dick Vermeil, football coach

Four short words sum up what has lifted most successful individuals above the crowd: a little bit more. They did all that was expected of them and a little bit more. — Lou Vickery

Nothing average ever stood as a monument to progress. When progress is looking for a partner, it doesn't turn to those who believe that they are only

average. It turns instead to those who are forever searching and striving to become the best they possibly can. If we seek the average level, we cannot hope to achieve a higher level of success. Our only hope is to avoid being a failure. — Lou Vickery

When the customer comes first, success soon follows.
— Vivendi magazine advertisement

To succeed in the world it is not enough to be stupid, you must also be well-mannered. — Francois-Marie Arouet de Voltaire, philosopher and historian

W

If you don't want to slip, don't go where it is slippery.
— F. W. in *Weight Watchers 101 Secrets for Success*

What can a goalie mask teach us about raising capital? It can be intimidating. Most effective when custom fitted. Who's behind it is often the difference between success and failure. — Wachovia Securities magazine advertisement

What can glass teach us about corporate and investment banking? Success requires both strength and imagination. — Wachovia Securities magazine advertisement

No one said success in life is easy. If it was, everybody would be successful, and success wouldn't be a big thing. I know I got a great opportunity and I cherish it. — Dwyane Wade, basketball player

Success is a state of mind. — Porter Waide, character in *Andromeda* TV show

A life lived with integrity—even if it lacks the trappings of fame and fortune is a shining star in whose light others may follow in the years to come. — Denis Waitley, motivational author

Most people never reach their goals because they don't ... ever seriously consider them as believable or achievable. Winners can tell you where they are going, what they plan to do along the way, and who will be sharing the adventure with them. — Denis Waitley, motivational author

Forget about the consequences of failure. Failure is only a temporary change in direction to set you straight for your next success. — Denis Waitley

Success in life comes not from holding a good hand, but in playing a poor hand well. — Denis Waitley, author

It is not what you get that makes you successful, it is what you are continuing to do with what you've got. — Denis Waitley, author

Winners can tell you where they are going, what they plan to do along the way, and who will be sharing the adventure with them. — Denis Waitley, author

The first step is to go over that line. To take that risk. If you can do that, you can take on anything: injury, adversity, whatever. — Adam Walker, endurance swimmer

You don't have to be rich to be comfortable. — Wal-Mart TV commercial

Success can make you go one of two ways. It can make you a prima donna, or it can smooth the edges, take away the insecurities, let the nice things come out. — Barbara Walters, TV host

Success is not a doorway; it's a staircase. — Dottie Walters, speaker, publisher, and author

Success is more a function of consistent common sense than it is of genius. — An Wang, computer pioneer and founder of Wang Laboratories

I don't think success is a place or a definition. I think it's a direction. — Charles Wang

I always turn to the sports page first, to read of man's triumphs, before turning to the front page to read of man's failures. — Earl Warren, governor and Supreme Court justice

Success is to be measured not so much by the position that one has reached in life as by the obstacles which he has overcome while trying to succeed. — Booker T. Washington, educator

Do what you got to do so that you can do what you want to do. And fail big. — Denzel Washington, actor

For me, success is inner peace. That's a good day for me. — Denzel Washington, actor

Treasure your simple pleasures. Don't ever become so involved with the big things in life that you miss out on the little incidents and deeds. — Donna Watson

One could not be a successful scientist without realizing that, in contrast to the popular conception supported by newspapers and mothers of scientists, a goodly number of scientists are not only narrow-minded and dull, but also just stupid. — J.D. Watson, scientist, *The Double Helix*

Would you like me to give you a formula for success? It's quite simple, really. Double your rate of failure. You are thinking of failure as the enemy of success. But it isn't as all. You can be discouraged by failure—or you can learn from it. So go ahead and make mistakes. Make all you can. Because, remember that's where you will find success. — Thomas J. Watson, CEO, IBM

I believe the real difference between success and failure in a corporation can be very often traced to the question of how well the organization brings out the great energies and talents of its people. — Thomas John Watson, Sr., CEO, IBM

Success means you're going to have better problems,
-- Ari Weinzweig, co-owner, Zingerman's Market

Only a life built into God's place can succeed. Half of our discouragements are due to the fact that we are not in tune with the infinite harmony of the Great Power, We should be helpers in building the city of God. — Herbert Welch, bishop

Follow up on everything. Follow-up is one key measure of success for a business. Your follow-up business strategy will pave the way for your success. — Jack Welch, CEO, General Electric

If you stick to what you love and work like a dog, you will succeed. — Harriet M. Welsch, character in the movie, *Harriet the Spy*

The only true measure of success is the ratio between what we might have done and what we might have been on the one hand, and the thing we have made

and the things we have made of ourselves on the other. — H.G. Wells, novelist

Success in life is a matter not so much of talent as of concentration and perseverance. — C. W. Wendte

Do all the good you can, By all the means you can, In all the ways you can, In all the places you can, At all the times you can, To all the people you can, As long as ever you can. — John Wesley, religious leader

Failure is an opportunity for entrepreneurs to learn. Failure as a character builder. Failure as an interest-earning deposit in the bank of experience. Failure is what has to happen, a lot, if we care about innovation and growth, which we absolutely do. — David Whitford, editor at large, *Inc.* magazine

Failure happens; otherwise there's no risk. Without risk, there can be no reward. That's just the way it works. — David Whitford, editor at large, *Inc.* magazine

Success is no exclusive club. It is open to each individual who has the courage to choose his own goal and go after it. It is from this forward motion that human growth springs, and out of it comes the human essence known as character. — Howard Whitman

The trouble comes when we try to fashion our success to the outside world's specifications even though these are not the specifications drawn up in our own hearts. For whom are we succeeding, for ourselves or for somebody else? — Howard Whitman

Without doubt, success brings with it greater opportunities for failure. — Bruce Wilkinson, preacher, *The Prayer of Jabez*

You will never fail if you try. You only fail if you don't try. Go out there and try whatever you are dreaming of. — Serena Williams, tennis player

I don't understand what no means or what failure means; I only understand what yes means and try again means. — Serena Williams, tennis player

Baseball is the only field of endeavor where a man can succeed three times out of 10 and be considered a good performer. — Ted Williams, baseball player

Set your goals, stay focused, and you will succeed. — Ted Williams, baseball player

Luxury is the wolf at the door and its fangs are the vanities and conceits germinated by success. When an artist learns this, he knows where the danger is. — Tennessee Williams, playwright

There is no royal road; you've got to work a good deal harder than most people want to work. — Charles E. Wilson, businessman

Success is simply a matter of luck. Ask any failure. — Earl Wilson, columnist

Success in almost any field depends more on energy and drive than it does on intelligence. This explains why we have so many stupid leaders. — Sloan Wilson, author, *What Shall We Wear to This Party?*

This is the foundation of success nine times out of ten—having confidence in your self and applying yourself with all your might to your work. — Thomas E. Wilson

Real success means creating a life of meaning through service that fulfills your reason for being here. — Oprah Winfrey, TV talk show host

There's no such thing as failure. Mistakes happen in your life to bring into focus more clearly who you really are. — Oprah Winfrey, TV talk show host

You know what real power is? Real power is when you are doing exactly what you are supposed to be doing the best it can be done. Authentic power. There's a surge, there's a kind of energy field that says, "I'm in my groove. I'm in my groove." And nobody has to tell you, "You go, girl," because, you know, you're already gone. — Oprah Winfrey, talk show host

If you want to accomplish the goals of your life, you have to begin with the Spirit. — Oprah Winfrey, talk show host

When you shift your focus from success to service, your work as a teacher, clerk, doctor, or dot-commer will instantly have more meaning. — Oprah Winfrey, talk show host

What I know for sure is that if you want to have success, you can't make success your goal. — Oprah Winfrey, talk show host

The key to realizing a dream is to focus not on success but significance—and then even the small

steps and little victories along your path will take on greater meaning. — Oprah Winfrey, TV talk show host

Think like a queen. A queen is not afraid to fail. Failure is another stepping-stone to greatness. — Oprah Winfrey, TV talk show host

When you define yourself by the things you can acquire rather than seeing what you really need to be happy and fulfilled, you're not just living beyond your means or overextending yourself. You're living a lie. — Oprah Winfrey, talk show host

You know you are on the road to success if you would do your job and not be paid for it. — Oprah Winfrey, TV talk show host

They say getting thin is the best revenge. Success is much better. — Oprah Winfrey, talk show host

I've come to believe that each of us has a personal calling that's as unique as a fingerprint—and that the best way to succeed is to discover what you love and then find a way to offer it to others in the form of service, working hard, and also allowing the energy of the universe to lead you. — Oprah Winfrey, TV talk show host

Not only can you not duplicate success, you're not supposed to. — Oprah Winfrey, talk show host

Failure is another steppingstone to greatness. — Oprah Winfrey, talk show host

Failure is just a way for our lives to show us that we're moving in the wrong direction, that we should

try something different. It holds no more power than we give it. — Oprah Winfrey, talk show host

Failure is a signpost to turn you in another direction. — Oprah Winfrey, talk show host

Failures can be God's little whispers; other times, they are full earthquakes erupting in our lives because we didn't listen to the whispers. — Oprah Winfrey, talk show host

Don't measure busywork. Don't measure activity. Measure accomplishment. It doesn't matter what people do as much as it matters what they get done. — Larry Winget, professional speaker, *Success is Your Own Damn Fault*

You're only a success for the moment that you complete a successful act. — Tex Winter, basketball coach

If a man has talent and cannot use it, he has failed. If he has a talent and uses only half of it, he has partly failed. If he has a talent and learns somehow to use the whole of it, he has gloriously succeeded and has a satisfaction and a triumph few men ever know. — Thomas Wolfe, novelist

The only real possession you'll ever have is your character. — Tom Wolfe, journalist

If you observe a happy man, you will find him building a boat, writing a symphony, growing double dahlias, or looking for dinosaur eggs in the Gobi desert. He will have become aware that he is happy in the course of living life twenty-four crowded hours each day. — W. Beran Wolfe, author

Success is never more sweet than when accompanied by the failure of a friend. — Ling Woo, character in *Ally McBeal* TV show

When we add to our accomplishments the element of hard work over a long period of time, we'll place a far greater value on the outcome. When we are patient, we'll have a greater appreciation of our success. — John Wooden, basketball coach

I believe we are most likely to succeed when ambition is focused on noble and worthy purposes and outcomes rather than on goals set out of selfishness. If our ambition is to be highly publicized, receive a lot of recognition, attain a position of power or prestige, or make a lot of money, we do not have noble goals. If we are focused away from ourselves and on the team and others, we possess noble goals. — John Wooden, basketball coach

Success is peace of mind that is a direct result of self-satisfaction in knowing you did your best to become the best you are capable of becoming. — John Wooden, basketball coach

If I play my normal game, I should be able to win. I think my game is good enough that I can do that. I think the biggest thing is to have the mind-set and the belief that you can win every tournament going in. — Tiger Woods golfer

It's okay to fail. Failure does not shape your personality. It's how you react to failure. Do you dust yourself off and mope? Or do you dust yourself off and become stronger the next time? And eventually you will win. It may not happen the next time. It may take a little while, but you will win in the end. — Tiger Woods, golfer

If I show up at a tournament, my number one goal is just to win, to do whatever it takes to accomplish that. — Tiger Woods, golfer

I've always figured, why go to a tournament if you're not going there to try to win? There's really no point even going. That's the attitude I've had my entire life. That's the attitude I'll always have. — Tiger Woods, golfer

I don't know what competitor likes finishing second. I don't understand why people are satisfied with that because that's not the ultimate goal. At least that's not mine. My ultimate goal is to win. And anything short of that I'm always going to be disappointed. — Tiger Woods, golfer

Spending a lot of time thinking about success doesn't tend to produce either happiness or success. — R. James Woolsey, CIA director

I know the price of success: dedication, hard work and an unremitting devotion to the things you want to see happen. — Frank Lloyd Wright, architect



The most successful people are those who are good at plan B. — James Yorke

Don't do things half-assed. If a thing is worth doing at all, it's worth doing as well as you can possibly do it. Pick out something you think is worthwhile and do it or work at it with passion. Do it with all your might. — Hugh Young

If you can spend a perfectly useless afternoon in a perfectly useless manner, you have learned how to live. — Lin Yutang

Z

A huge lesson for me was that if I was going to be successful, I had to be successful as myself. I couldn't be successful doing what other people were doing. I had to do what I believed in and what felt real to me and felt true to me, because the worst thing to be is successful as someone else. — Jay-Z (Shawn Carter), rapper and music producer

Winning has always meant much to me, but winning friends has meant the most. — Babe Didrikson Zaharias, track and field star, basketball player, and golfer

You can't win them all—but you can try. — Babe Didrikson Zaharias, track and field star, basketball player, and golfer

The formula for success is simple: practice and concentration, then more practice and more concentration. — Babe Didrikson Zaharias, track and field star, basketball player, and golfer

Success is kind of boring. Failure is much more interesting to read about, and to study, and certainly to work on. It's a universal experience we can all relate to. — Jason Zasky, editor, *Failure Magazine*

For marriage to be a success, every woman and every man should have their own bathroom. — Catherine Zeta-Jones, actress

What you get by achieving your goals is not as important as what you become by achieving your goals. — Zig Ziglar, sales trainer and author

Failure is a detour, not a dead-end street. — Zig Ziglar, sales trainer and author

Success means doing the best we can with what we have. Success is the doing, not the getting; in the trying, not the triumph. Success is a personal standard, reaching for the highest that is in us, becoming all that we can be. If we do our best, we are a success. Success is the maximum utilization of the ability that you have. — Zig Ziglar, sales trainer and author



A goal properly set is halfway reached. — Zig Ziglar, sales trainer and author

If you want to reach a goal, you must “see the reaching” in your own mind before you actually arrive at your goal. — Zig Ziglar, sales trainer and author

Success is not a destination, it’s a journey. — Zig Ziglar, sales trainer and author

The door to a balanced success opens widest on the hinges of hope and encouragement. — Zig Ziglar, sales trainer and author

The real opportunity for success lies within the person and not in the job. — Zig Ziglar, sales trainer and author

Don't be distracted by criticism. Remember the only taste of success some people have is when they take a bite out of you. — Zig Ziglar, sales trainer and author

Quit now, you'll never make it. If you disregard this advice, you'll be halfway there. — David Zucker

Epilog

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