

## QUOTATABLE QUOTES

1. The world makes way for those who know where they're going – and helps those who want to get there  
Modified comment by Ralph Waldo Emerson
2. Tell the wind and the fire where to stop, don't tell me  
Madame Defarge, *A Tale of Two Cities* – Charles Dickens
3. Goals work when you do
4. It's not just your head that's in the game – your heart and your guts are in there, too
5. I have nothing to declare but my genius  
Oscar Wilde
6. Good ideas are like beards – a man cannot have one until he grows up  
Voltaire
7. Originality is nothing but judicious imitation  
Voltaire
8. Know what you aspire to and nothing will be the small stuff you're told not to sweat
9. For want of a nail the shoe was lost  
For the want of a shoe the horse was lost  
For the want of a horse the battle was lost  
For the want of a battle the kingdom was lost  
And all for the want of a nail  
Richard III lost the Battle of Bosworth because his horse threw a shoe and went lame.  
The result was that the Tudor dynasty began so - Sweat the small stuff!
10. Great aches from little toe corns grow  
Benny Hill (Sweat the small stuff)
11. Goals don't run themselves unless, like a truck, they're headed downhill

12. Dare mighty things, even though checkered with failure, rather than to rank with those grey souls that know neither victory nor defeat  
President Theodore Roosevelt
13. Shoot for the moon – you'll miss your foot
14. Youthful ambition is the last refuge of an elderly failure  
Modified comment by Oscar Wilde
15. The secret of success is constancy to purpose  
Prime Minister Benjamin Disraeli
16. To achieve happiness we should make sure we are never without an important goal  
Earl Nightingale
17. Begin at the beginning and carry on until you reach the end and then stop  
The White Rabbit in Alice's Adventures in Wonderland
18. If your head and your heart are moving in the right direction you needn't worry about your feet
19. Be the best not the biggest - biggest will happen
20. Great minds have great purposes  
Washington Irving
21. Any fool can have a goal; how many have set out in search of the Holy Grail?  
Set valid goals and avoid being a fool
22. Well done is better than well said  
Benjamin Franklin
23. You gotta do the 'do'
24. When you determine what you want you have made the most important decision in your life. You have to know what you want in order to attain it  
Douglas Lurtan

25. Think of your forefathers! Think of your prosperity?  
John Quincy Adams
26. Begin with the end in mind  
Steven Covey
27. Men, their rights and nothing more. Women, their rights and nothing less  
Susan B. Anthony
28. Men have their infancy, teams have their infancy. Infancy must not last  
Modified comment by Sir John Bolingbroke
29. Nothing will be attained if all possible objections must first be overcome
30. Pursue worthy aims  
Solon
31. Genius begins with identifying oneself with a great principle  
Modified comment by George Hegel
32. The business of our team is business  
Modified comment by President Calvin Coolidge
33. Everything bows to success  
Victor Hugo
34. Set positive goals and clarify your expectations  
Steve Strasser
35. Long-range goals overcome short-term failures
36. If you can keep your head when all about you are losing theirs  
And blaming it on you.  
If you can trust yourself when all men doubt you  
But make allowance for their doubting, too  
Rudyard Kipling
37. Know your chosen outcomes but set goals about your performances

38. SMARTER Goals build unity of purpose and clarity of direction
39. Goal-setting is important; goal-doing is essential
40. Whether you believe you can or whether you believe you can't you're probably right  
Henry Ford
41. Your End Goal might be far off but your next step is very close
42. End Goal – Performance Goal – Process Goal – Key Task – Next Step
43. Sow Thoughts and reap Ideas. Sow Ideas and reap Actions. Sow Actions and reap Habits. Sow Habits and reap Your Destiny. Your Destiny is not out there waiting for you to find it; you drag it along behind you every day until you finally notice it
44. Someone with a burning ambition is seldom fired
45. "I want to develop a way to purify milk."  
Louis Pasteur  
"I want to develop a way to purify milk but"  
Howard Mesmer  
When was the last time you drank a pint of mesmerized milk?
46. A man's reach should exceed his grasp or what is Heaven for?  
Robert Browning
47. If you decide to settle for second that will be the best you'll ever get  
President John F. Kennedy
48. The first two letters of GOAL are GO
49. A goal properly set is halfway reached
50. Making mistakes is human  
Making the same mistake twice is stupid – it's a waste of time, effort and money
51. We are star-stuff harvesting starlight  
Carl Sagan

52. I will be good  
Queen Victoria on her accession
53. What worked?  
What could have worked better?  
What have we learned?  
What will we do next time?  
The Success Formula
54. If you can dream it you can do it
55. Those who can, do  
Those who cannot, teach  
Those who cannot teach, teach others how to teach  
And those who cannot even do that tell the world that they are consultants
56. “Business first, pleasure afterwards” as King Richard III said when he stabbed the other king in the Tower, before he smothered the princes  
Sam Weller, *The Pickwick Papers* - Charles Dickens
57. It is easier to be critical than it is to be correct  
Prime Minister Benjamin Disraeli
58. All generalizations are dangerous – even this one  
Alexandre Dumas (fils)
59. Everything comes to him who hustles while he waits  
Thomas Edison
60. Genius is 1% inspiration and 99% perspiration  
Thomas Edison
61. I didn't fail a thousand times to invent the electric light bulb, I merely found a thousand ways to make it better  
Thomas Edison (there, actually, 6000 experiments in all)
62. When you're down in the mouth, think of Jonah – he came out alright  
Thomas Edison

63. A man is willing to die for an idea until the idea becomes clear to him  
Paul Eldridge

64. Avoid being like the cock who believes the sun rises merely to hear him crow  
Modified comment by George Eliot

65. In a hierarchy every employee tends to rise to his level of incompetence  
Laurence J. Peter  
(The Peter Principle)