

thevenworks



The Quote Boat

A COLLECTION OF POWERFUL
& USEFUL QUOTATIONS
TO HELP YOU SAIL THROUGH
YOUR MEETINGS,
PRESENTATIONS & SPEECHES

The Quote Boat



2

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I don't try to jump over seven-foot bars.
look for one-foot bars that I can step over

WARREN BUFFET

If you can dream it, you can do it

WALT DISNEY

He who stands on tiptoe does not stand firm

LAO-TZU

A man's worth is no greater than the worth of his ambitions

MARCUS AURELIUS

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Size works against excellence

BILL GATES

Big business is only small business with an extra nought on the end

ROBERT HOLMES A COURT

A friendship founded on business is better than a business founded on friendship

JOHN D ROCKEFELLER

It's bad business to talk about bad business

ANONYMOUS

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The longer the message, the greater the chance of misinterpretation

RICARDO SEMLER

You impress folks that little bit more with what you're saying if you say it nicely

LORD JOE GORMLEY

The most important thing in communication is to hear what isn't being said

PETER DRUCKER

Seek first to understand, then to be understood

STEPHEN COVEY

You can't communicate your way out of reality

GERRY GRIFFIN

If you want people to understand, you've got to explain

JOE J McKAY

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3

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It is much easier to be critical than to be correct

BENJAMIN DISRAELI

All cruel people describe themselves as paragons of frankness

TENNESSEE WILLIAMS

It's a point of view

MARTIN SORRELL

Adversity is the first path to truth

LORD BYRON

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Never underestimate the power of the irate customer

ANONYMOUS

Be everywhere, do everything, and never fail to astonish the customer

MACY'S MOTTO

Treat the customer as an appreciating asset

TOM PETERS

If you love your customer to death, you can't go wrong

GRAHAM DAY

The customer is not always right and we let them know it from time to time

ALAN SUGAR

Consumers are statistics. Customers are people

STANLEY MARCUS

You should think of your customers as partners, or better still, family

VICTOR KIAM

We have a tendency in America to blame the buyer rather than the seller

CHALMERS JOHNSON

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4

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Persuade the decision-takers that the decision you want is their idea

MICHAEL SHEA

I'll give you a definite maybe

SAM GOLDWYN

I must remind the Right Honourable Gentleman that a monologue is not a decision

CLEMENT ATTLEE *(to Sir Winston Churchill)*

Wherever you see a successful business, someone once made a courageous decision

PETER DRUCKER

Never flinch - make up your own mind and do it

MARGARET THATCHER

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Anyone who is any good has to be given the space to get on with it

GERRY ROBINSON

Surround yourself with the best people you can find, delegate authority, and don't interfere

RONALD REAGAN

It is amazing what you can accomplish if you do not care who gets the credit

HARRY S TRUMAN

We can't all do everything

VIRGIL

Delegating means letting others become the experts and hence the best

TIMOTHY FIRNSTAHL

You have to do many things yourself. Things that you cannot delegate

NADINE GRAMLING

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Damn it all, you can't have the crown of thorns and the thirty pieces of silver

NYE BEVAN

I think it's unethical to take money for poor quality performance

ALVIN BURGER

A man is usually more careful of his money than he is of his principles

EDGAR WATSON HOWE

Being good is good business

ANITA RODDICK

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5

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Failure must be but a challenge to others

AMELIA EARHART

There is much to be said for failure. it is more interesting than success

MAX BEERBOHM

Failures are like skinned knees - painful but superficial

ROSS PEROT

It would have been cheaper to lower the Atlantic

LORD GRADE (about the film *Raise the Titanic*)

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Ruthless in decision, considerate in execution

JIM SLATER

I'd really love to meet the guy I'm supposed to be, I'd hire him in a second

LEE IACOCCA

Hire people cleverer than you are and delegate more than you think is good for you

SIR PETER PARKER

We hire great attitudes, and teach them any functionality they need

HERB KELLEHER

Obviously, the interviewer learns little or nothing when he is talking

JOHN D DRAKE

A resume is a balance sheet without any liabilities

ROBERT HALF

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Never hesitate to steal a good idea

AL NEUHARTH

If at first the idea is not absurd, then there is no hope for it

ALBERT EINSTEIN

To stay ahead, you must have your next idea waiting in the wings

ROSABETH MOSS KANTER

The best way to have a good idea is to have a lot of ideas

LINUS PAULING

Unless your ideas are ridiculed by experts they are worth nothing

REG REVANS

You cannot resist an idea whose time has come

VICTOR HUGO

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6

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Failing organisations are usually over-managed and under-led

WARREN BENNIS

A leader must have the courage to act against an expert's advice

JAMES CALLAGHAN

We have no difficulty finding the leaders: They have people following them

WILLIAM L GORE

Who sees leadership more clearly than subordinates?

JOHN H ZENGER

No man is fit to command another that cannot command himself

WILLIAM PENN

Image in leadership matters just as much as, if not more than, reality

MICHAEL SHEA

The first rule of leadership is to save yourself for the big decision

RICHARD NIXON

Managers do things right. Leaders do the right things

WARREN BENNIS

A leader shapes and shares a vision, which gives point to the work of others

CHARLES HANDY

The real leader has no need to lead - he is content to point the way

HENRY MILLER

To do great things is difficult; but to command great things is more difficult

FRIEDRICH NIETZSCHE

Anyone can hold the helm when the sea is calm

PUBILIUS SYRUS

Luck is a matter of preparation meeting opportunity

OPRAH WINFREY

He that waits upon fortune is never sure of a dinner

BENJAMIN FRANKLIN

How else can we explain the success of those we don't like?

JEAN COCTEAU

Luck's rather like a sponge cake; it's always better if you make it yourself

TOM HOLT

Luck is infatuation with the efficient

PERSIAN PROVERB

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The basic task of management is to make people productive

PETER DRUCKER

I want no surprises

HAROLD GENEEN

The most successful managers are those that can quickly grasp how their bosses think

AMY BERMAR

Effective management always means asking the right questions

ROBERT HELLER

Effective managers live in the present - but concentrate on the future

JAMES L HAYES

The more efficient business you have, the easier it is to run that business, and win

SIR TOM FARMER

It's only the companies that you are unfamiliar with that are well managed

FRED VANDERSCHMIDT

Managers don't have problems. Managers solve problems

BERNARD SCHULMAN

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Meetings are indispensable when you don't want to do anything

J K GALBRAITH

Never let the other fellow set the agenda

JAMES BAKER

The length of a meeting rises with the square of the number of people present

EILEEN SHANAHAN

The best ideas always come during the final five minutes

MICHAEL EISNER

It's better to have loved and lost - you don't have to attend PTA meetings

ANONYMOUS (*unfortunately*)

When the result of a meeting is to schedule more meetings, it usually signals trouble

MIKE MURPHY

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MISTAKES

To swear off making mistakes is very easy.
All you have to do is swear off having ideas

LEO BURNETT

From error to error one discovers the entire truth

SIGMUND FREUD

We're all human and we all goof. Do things that may be wrong, but do something

NEWT GINGRICH

If you own up to your mistakes, you don't suffer as much.
But that's a tough lesson to learn

LEE IACOCCA

You've got to have an atmosphere where people can make mistakes

GORDON FORWARD

Experience is the name everyone gives to their mistakes

OSCAR WILDE

No one can be right all of the time, but it helps
to be right most of the time

ROBERT HALF

Mistakes are the portals of discovery

JAMES JOYCE

Even a mistake might be the one thing necessary to a worthwhile achievement

HENRY FORD

The greatest mistake you can make in life is to be
continually fearing you will make one

ELBERT HUBBARD

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The worst mistake a boss can make is not to say well done

JOHN ASHCROFT

My best friend is the one who brings out the best in me

HENRY FORD

The deepest principle in human nature is the craving to be appreciated

WILLIAM JAMES

Good work must, in the long run, receive good rewards
or it will cease to be good work

CHARLES HANDY

I praise loudly, I blame softly

CATHERINE THE GREAT, EMPRESS OF RUSSIA

Motivation will almost always beat mere talent

NORMAN R AUGUSTINE

Speak softly and carry a big carrot

HOWARD C LAUER

It is the hinge that squeaks that gets the grease

MALCOLM X

Quality is remembered long after the price is forgotten

GUCCI SLOGAN

If you can't pay more, praise more

BJORN WAHLSTRUM

The best-laid plans o' mice and men gang aft a-gley

ROBERT BURNS

Planning is the design of a desired future
and of effective ways of bringing it about

RUSS ACKOFF

Unless commitment is made, there are only promises and hopes... but no plans

PETER DRUCKER

Plans are nothing, planning is everything

DWIGHT D EISENHOWER

Life is what appears while you are making other plans

JOHN LENNON

It is a bad plan that admits of no modification

PUBILIUS SYRUS

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10

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That which sorts little is less valued

MIGUEL DE CERVANTES

I paid too much for it, but it's worth it

SAM GOLDWYN

They're only puttin' in a nickel, but they want a dollar song

SONG TITLE

Cheat me in price, but not in the goods I purchase

SPANISH PROVERB

What we obtain too cheap we esteem too little

THOMAS PAINE

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Problems are only opportunities in work clothes

HENRY J KAISER

If you only have a hammer, you tend to see every problem as a nail

ABRAHAM MASLOW

Focus on remedies, not faults

JACK NICKLAUS

I need problems. A good problem makes me come alive

TINY ROWLAND

There's no such thing as a problem, only an opportunity

JOHN ELLIOTT

Few ideas are more dangerous than good solutions to the wrong problems

ROBERT B REICH

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Quality has to be caused, not controlled

PHILIP CROSBY

Continuous improvement is better than delayed perfection

MARK TWAIN

Quality is never an accident; it is always the result of intelligent effort

JOHN RUSKIN

You can't go far unless the product stands out

RICHARD NEEDHAM

The best brewer sometimes makes bad beer

GERMAN PROVERB

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11

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To please people is a great step towards persuading them

LORD CHESTERFIELD

Every manager is a sales manager

JOHN ASHCROFT

The salesman that always gets the sale is selling too soft

SIR JOHN HARVEY JONES

Would you persuade, speak of interest, not of reason

BENJAMIN FRANKLIN

When a man is trying to sell you something,
don't imagine that he is that polite all the time

EDGAR WATSON HOWE

You can't sell anything that you wouldn't buy yourself

VICTOR KIAM

The meek shall inherit the earth but they'll never increase market share

WILLIAM MCGOWAN

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Executive: an ulcer with authority

FRED ALLEN

When I can't handle events, I let them handle themselves

HENRY FORD

Strengthen me by sympathising
with my strength, not my weakness

BRONSON ALCOTT

There is nothing that wastes the body like worry

MAHATMA GANDHI

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12

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Success is that old ABC - ability, breaks and courage

CHARLES LUCKMAN

Success is following the pattern of life one enjoys most

AL CAPP

The secret of success is constancy of purpose

BENJAMIN DISRAELI

Success is a lousy teacher - it seduces smart people into thinking they can't lose

BILL GATES

One of the few places where success comes before work is in a collection of quotations

GORDON VENIARD

He was a self-made man who owed his lack of success to nobody

JOSEPH HELLER

It is fine to celebrate success but it is more important to heed the lessons of failure

BILL GATES

I cannot bear successful people who are miserable

ELTON JOHN

Most success comes from ignoring the obvious

SIR TREVOR HOLDSWORTH

A man without a goal is like a ship without a rudder

THOMAS CARLYLE

Begin with the end in mind

STEPHEN COVEY

If you don't know where you are going, you will probably end up someplace else

LAURENCE J PETER

A goal properly set is halfway reached

ZIG ZIGLAR

A budget is a numerical check of your worst suspicions

ANONYMOUS

It's the sides of the mountain that sustains life, not the top

ROBERT PIRSIG

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The Quote Boat



13

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Who begins too much accomplishes little

GERMAN PROVERB

There's never enough time to do it right,
but there's always enough time to do it over

JACK BERGMAN

Those who make the worst use of their time
are the first to complain of its brevity

JEAN DE LA BRUYERE

Time is a dressmaker specialising in alterations

FAITH BALDWIN

You cannot kill time without injuring eternity

THOREAU

People who cannot find time for recreation are obliged
sooner or later to find time for illness

JOHN WANAMAKER

Time moves slowly, but passes quickly

ALICE WALKER

Anywhere is within walking distance, if you've got the time

STEVE WRIGHT

To do two things at once is to do neither

PUBILIUS SYRUS

If you want work done well, select a busy man - the other kind has no time

ELBERT HUBBARD

How does a project get to be a year behind schedule? One day at a time

FRED BROOKS

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14

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Sure the game is rigged, but if you don't play you can't win

ROBERT HEINLEIN

Pick battles big enough to matter, small enough to win

JONATHAN KOZOL

Winning is not everything - but making the effort to win is

VINCE LOMBARDI

First we will be best, and then we will be first

GRANT TINKER

Nobody ever feels rich

ESTHER RANTZEN

There are two sorts of losers - the good loser, and the other one who can't act

LAURENCE J PETER

**If you don't try to win you might as well hold the Olympics
in somebody's back yard**

JESSE OWENS

If you want a place in the sun you've got to put up with a few blisters

ABIGAIL VAN BUREN

**Anyone can do any amount of work providing it isn't the work
he is supposed to be doing**

ROBERT BENCHLEY

We are not born to work, we are born to enjoy life. Work is only part of it

JOE GORMLEY

**Management's ability to get the best from people increases
when it shares its power**

KIZILOS & HEINISCH

We treat employees as a member of the family

AKIO MORITA

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15

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I never make predictions. I never have and I never will

TONY BLAIR

I'm not indecisive. Am I indecisive?

JIM SCHEIBEL

Reading is the basics for all learning

GEORGE W BUSH

It was not a failure. It was an incomplete success

JIMMY CARTER

There was universal support for it, and very little opposition

GENERAL MONTGOMERY

When a great many people are unable to find work, unemployment results

CALVIN COOLIDGE

It's no exaggeration to say that the undecideds could go one way or the other

GEORGE BUSH SENIOR

We're part of a global world these days

BRIAN CHAMBERLAIN

I'm hopeful until the last hour of the last minute

ALEX KITSON

Homelessness is homelessness no matter where you live

GLENDA JACKSON

It's not the future I'm talking about, I'm talking about tomorrow

JOHN GUMMER

The best thing about rain forests is that they never suffer from any drought

DAN QUAYLE

If elected, I will win

PAT PAULSEN

(Aah politicians - where would be without them!)

The Quote Boat



FINAL WORDS

*Thanks for downloading this collection of quotations;
I hope you find it of use when preparing to speak or present
- or for adding "wisdom" to reports and other written communications*

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*Then I'll be delighted to hear from you and aim to help
(or, if I cannot, help you find someone who can)*

Gordon Veniard

GORDON VENIARD
THE VENWORKS



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