

## TP's "Top 41" Quotes

*"Do one thing every day that scares you."*—Eleanor Roosevelt

As year's end approaches, one tends (well, I tend) to think a little bit philosophically. To do the accounts of the year past—and to imagine the year to come. As I began that not (for me) very systematic process, I stumbled across the Eleanor Roosevelt remark above. And it got me thinking—the whole point. To add a little fuel to the fire I mined a few old presentations for more spurs to both reflection and forethought. What emerged, in ever so haphazard a fashion, follows. It is not a listing of "business quotes," though 100% are applicable to business. It is not a set of "motivational quotes" (perish the thought), though most are in some sense motivational. I guess it simply is what it is ... some comments that may help you, if you're so inclined, to ruminate on where you've been and where you might go in 2006:

"Do one thing every day that scares you."—Eleanor Roosevelt

"Life is either a daring adventure, or nothing."—Helen Keller

"Tell me, what is it you plan to do with your one wild and precious life?"—Mary Oliver

"Dream as if you'll live forever. Live as if you'll die today."—James Dean

"The two most powerful things in existence: a kind word and a thoughtful gesture."—Ken Langone, founder, Home Depot

"The deepest human need is the need to be appreciated."—William James

"Don't belittle!"—OD Consultant, on the essence of a well-functioning human community

"If you don't listen, you don't sell anything."—Carolyn Marland/MD/Guardian Group

"It was much later that I realized Dad's secret. He gained respect by giving it. He talked and listened to the fourth-grade kids in Spring Valley who shined shoes the same way he talked and listened to a bishop or a college president. He was seriously interested in who you were and what you had to say."—Sara Lawrence-Lightfoot, *Respect*

“What creates trust, in the end, is the leader’s manifest respect for the followers.”—Jim O’Toole, *Leading Change*

“If you can’t state your position in eight words or less, you don’t have a position.”—Seth Godin

**“Never doubt that a small group of committed people can change the world. Indeed it is the only thing that ever has.”—Margaret Mead**

“To live is the rarest thing in the world. Most people exist, that is all.”—Oscar Wilde

“Make your life itself a creative work of art.”—Mike Ray, *The Highest Goal*

“Have you invested as much this year in your career as in your car?”—Molly Sargent, OD consultant and trainer

“The most successful people are those who are good at plan B.”—James Yorke, mathematician, on chaos theory in *The New Scientist*

“Tom, what have you done this year?”—Jessica Sutherland, Director, Institute for International Research/Middle East **(TP: “Yikes!”)**

“People want to be part of something larger than themselves. They want to be part of something they’re really proud of, that they’ll fight for, sacrifice for, that they trust.”—Howard Schultz, Starbucks

“It is not the strongest of the species that survives, nor the most intelligent, but the one most responsive to change.”—Charles Darwin

“We may not be interested in chaos but chaos is interested in us.”—Robert Cooper, *The Breaking of Nations: Order and Chaos in the Twenty-first Century*

“If you don’t like change, you’re going to like irrelevance even less.”—General Eric Shinseki, retired Chief of Staff, U. S. Army

“You must be the change you wish to see in the world.”—Gandhi

“We eat change for breakfast!”—Harry Quadracci, founder, QuadGraphics

“If things seem under control, you’re just not going fast enough.”—Mario Andretti

“You can’t behave in a calm, rational manner. You’ve got to be out there on the lunatic fringe.”—Jack Welch, retired CEO, GE

“We have a ‘strategic’ plan. It’s called doing things.”—Herb Kelleher, founder, Southwest Airlines

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**A man approached JP Morgan, held up an envelope, and said, “Sir, in my hand I hold a guaranteed formula for success, which I will gladly sell you for \$25,000.” “Sir,” JP Morgan replied, “I do not know what is in the envelope, however if you show me, and I like it, I give you my word as a gentleman that I will pay you what you ask.” The man agreed to the terms, and handed over the envelope. JP Morgan opened it, and extracted a single sheet of paper. He gave it one look, a mere glance, then handed the piece of paper back to the gent. And paid him the agreed-upon \$25,000.**

**The Paper:**

- 1. Every morning, write a list of the things that need to be done that day.**
- 2. Do them.**

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“I guess it comes down to a simple choice, really. Get busy living, or get busy dying.”—*The Shawshank Redemption* (Tim Robbins)

“Stay Hungry. Stay Foolish.”—Steve Jobs, Apple

“Groups become great only when everyone in them, leaders and members alike, is free to do his or her absolute best.”—Warren Bennis and Patricia Ward Biederman, *Organizing Genius*

“The best thing a leader can do for a Great Group is to allow its members to discover their greatness.”—Warren Bennis and Patricia Ward Biederman, *Organizing Genius*

“You are the storyteller of your own life, and you can create your own legend or not.”—Isabel Allende

**“Nobody can prevent you from choosing to be exceptional.”  
—Mark Sanborn, *The Fred Factor***

“A leader is a dealer in hope.”—Napoleon

“Nothing is so contagious as enthusiasm.”—Samuel Taylor Coleridge

“If you’re enthusiastic about the things you’re working on, people will come ask you to do interesting things.”—James Woolsey, former CIA director

“Before you can inspire with emotion, you must be swamped with it yourself. Before you can move their tears, your own must flow. To convince them, you must yourself believe.”—Winston Churchill

**“A man without a smiling face must not open a shop.”—Chinese proverb**

“If your actions inspire others to dream more, learn more, do more and become more, you are a leader.”—John Quincy Adams

*The greatest danger  
for most of us  
is not that our aim is  
too high  
and we miss it,  
but that it is  
too low  
and we reach it.*

**Michelangelo**

**“A year from now  
you may wish you  
had started today.”**

—Karen Lamb

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**Tom Peters\*: Leadership is all about love:**

*Passion,  
Enthusiasms,  
Appetite for Life,  
Engagement,  
Great Causes & Determination to Make a Damn Difference,  
Commitment to Excellence,  
Shared Adventures,  
Bizarre Failures,  
Growth Beyond Measure,  
Insatiable Appetite for Change.*

\*Would have been No. 42, but it does not seem appropriate to quote oneself and count it as wisdom.