

**140 QUOTATIONS THAT WILL  
ALLOW YOU TO TAKE THE FIRST  
STEPS TOWARDS BEING  
SUCCESSFUL**

Read every quotation in this book and you will get an idea of what it will take for you to be successful in your home, community, or work.

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one of the 140 quotations will give you something to think about.

## **YOU WILL LEARN THAT:**

**PROCRASTINATION** robs you of opportunity. It is a significant fact that no great leader of industry was ever known to procrastinate (i.e., put off doing something that you can do today.)

You are fortunate if **AMBITION** drives you into action, never permitting you to falter or

turn back once you have rendered a  
DECISION to go forward.

Second by second, as the clock ticks off the  
distance, TIME is running a race with YOU.

Delay means defeat because no-one can ever  
make up a second of lost TIME.

TIME is a master worker which heals the  
wounds of failure and disappointment and  
rights all wrongs and turns all mistakes into  
capital, but it favors only those who kill off

procrastination and remain in ACTION when decisions are to made.

Life is like a great checker-board. The player opposite you is TIME.

If you hesitate you will be wiped off the board and lose the game. If you keep moving you may win.

The only real capital is TIME, but it is capital only when used. You may be shocked if you

were to keep an accurate account of the TIME  
you waste in a single day.

Ask any well-informed marketer and they  
will tell you that indecision is the outstanding  
weakness of the majority of people.

Every marketer is familiar with that time-  
worn excuse, “I will think it over,” which is  
the last line of defense of those who have not  
the courage to say either yes or no.

Meanwhile, TIME forces them into a corner from which they can't move.

The great leaders of the world were men and women of quick decision. The suspense of indecision drives millions of other people to failure.

IMAGINATION, alone, is not enough to ensure success.

Millions of people have imagination and build plans that would easily bring them both

fame and fortune, but those plans never reach the DECISION stage.

The person of DECISION cannot be stopped!

But the person of INDECISION cannot even start!

It's your choice to make.

I wish you all the success that you want.

D C Robinson

**AND NOW TO THE QUOTATIONS....**



Who said it could  
not be done? And  
what great  
victories have they  
to their credit  
which qualify them  
to judge others  
accurately?

Time is a Master  
Worker that heals the  
wounds of temporary  
defeat, and equalizes  
the inequalities and  
rights the wrongs of the  
world.

There is nothing  
"Impossible" with time!

No person has a chance  
to enjoy permanent  
success until they begin  
to look in a mirror for  
the real cause of all  
their mistakes.

If you must slander  
someone, don't speak it,  
but write it.

Write it in the sand,  
near the water's edge!

Don't be afraid of a  
little opposition.  
Remember that the  
“Airplane” of Success  
generally takes off  
against the Wind of  
Adversity, not with it!

Provide more service than that for which you are paid and you will soon be paid for more than you provide. The law of "Increasing Returns" takes care of this.

Every failure is a blessing in disguise, providing it teaches some needed lesson you could not have learned without it.

Most so-called failures are only temporary defeats.

If you do not  
believe in  
cooperation, look  
what happens to an  
automobile that  
loses a wheel.



People cease to interest us when we find their limitations. The only sin is limitation.

As soon as you once come up to a person's limitations, it is all over with them.

You cannot become a  
power in your  
community nor achieve  
enduring success in  
any worthy endeavor  
until you become big  
enough to blame  
yourself for your own  
mistakes and reverses.

Never, in the history of  
the world, has there  
been such abundant  
opportunity as there is  
now for the person who  
is willing to serve  
before trying to collect.

You are half-beaten the minute you begin to feel sorry for yourself, or to spin an alibi with which you attempt to explain away your defects.

Seek the advice of  
people who will tell you  
the truth about yourself,  
even if it hurts you to  
hear it. Praise alone  
will not bring the  
improvement you need.

An aim in life is the  
only fortune worth  
finding; and it is not to  
be found in foreign  
lands, but in the heart  
itself.

If you cannot do  
great things  
yourself,  
remember that you  
may do small  
things in a great  
way.

A winner never  
quits, and a  
quitter never  
wins!



One of the most destructive evils is slanderous talk. It breaks human hearts and ruins reputations with a ruthlessness unknown in connection with all other evils.

The best rose bush,  
after all, is not that  
which has the fewest  
thorns, but that which  
bears the finest roses.

By and large, there is  
no such thing as  
“Something for  
Nothing.”

In the long run you get  
exactly what you pay  
for, whether you are  
buying an automobile  
or a loaf of bread.

If you can run a losing  
race without blaming  
your loss on someone  
else, you have bright  
prospects of success  
further down the  
road in life.

No position in life can  
be secure, and no  
achievement can be  
permanent unless built  
upon truth and justice.

Do not “tell”  
the world what  
you can do —  
“show” it!

The best  
compensation  
for doing things  
is the ability to  
do more.

Any horse can  
"start" a race,  
but only the  
thoroughbred  
horse will  
"finish."



Every line a person writes, and every act in which they indulge, and every word they utter serves as inescapable evidence of the nature of what is deeply imbedded in their own heart, a confession that they cannot deny.

*"Yes, they succeeded,  
but they almost failed!"*

No person has ever  
achieved worthwhile  
success who did not, at  
one time or other, find  
themselves with at least  
one foot hanging well  
over the brink of  
failure.

Remember that when  
you make an  
appointment with  
another person you  
assume the  
responsibility of  
punctuality, and that  
you do have not the  
right to be a single  
minute late.

In every person there has been deposited the seed of a great future, but that seed will never germinate, much less grow to maturity, except through the providing of useful service.

You are fortunate if you  
have learned the  
difference between  
temporary defeat and  
failure; more fortunate  
still, if you have learned  
the truth that the very  
seed of success is  
dormant in every defeat  
that you experience.

Isn't it strange that we  
fear most that which  
never happens? That we  
destroy our initiative by  
the fear of defeat, when  
in reality, defeat is a  
most useful stimulus  
and should be accepted  
as such.

No person can become  
a great leader unless  
they have the milk  
of human kindness in  
their own heart, and  
lead by suggestion and  
kindness, rather than  
by force.

If you want a task done well, call on some busy person to do it.

Busy people are generally the most painstaking and thorough in all they do.



The only person who  
makes no mistakes is  
the person who never  
does anything.

Do not be afraid of  
mistakes providing you  
do not make the same  
one twice.

The only lasting favor  
which the parent may  
confer upon the child is  
that of helping and  
teaching the child to  
help itself.

You are a human  
magnet and you are  
constantly attracting to  
you people whose  
characters harmonize  
with your own.

Who told you it couldn't  
be done? and, what  
great achievement have  
they to their credit that  
entitles them to use the  
word "impossible" so  
freely?

Every failure, every  
adversity, every  
heartache may be a  
blessing in disguise  
providing it softens the  
animal portion of our  
nature.

All salespersons will do well to remember that no-one wants to buy anything that someone else is trying to "get rid of."

Think well before you  
speak because your  
words may plant the  
seed of either success or  
failure in the mind of  
some other person.

I am thankful that I was  
born poor - that I did  
not come into this  
world burdened by the  
whims and fancies of  
wealthy parents, with a  
bag of gold around my  
neck.



Fortunate is the person  
who has learned that  
the most certain way to  
"get" is to first "give"  
through some sort of  
useful service.

I am thankful for the  
adversities which have  
crossed my pathway,  
for they have taught me  
tolerance, sympathy,  
self-control,  
perseverance, and some  
other virtues I might  
never have known.

When you do not know  
what to do or which  
way to turn, smile.  
This will relax your  
mind and let the  
sunshine of happiness  
into your soul.

What helped you over  
the great obstacles of  
life?" was asked of a  
highly successful  
person.

"The other obstacles,"  
was the reply.

Cherish your visions  
and your dreams as they  
are the children of your  
soul; the blueprints of  
your ultimate  
achievements.

Service, Sacrifice and Self-Control are three words which must be well understood by the person who succeeds in doing something that is of help to the world.

You may make excuses for the shortcomings of others, if you wish, but hold yourself to a strict accountability if you want to achieve leadership in any undertaking.

No accurate thinker will  
judge another person by  
what the other person's  
enemies say about  
them.



No person may become  
an accurate thinker until  
they learn how to  
separate mere gossip  
and information from  
facts.

Has no-one given you  
an opportunity? Has it  
ever occurred to you to  
create opportunity for  
yourself?

The person who  
slanders other persons  
unwittingly uncovers  
the real nature of their  
inner self.

It will make a big  
difference to you  
whether you are a  
person with a message  
or a person with a  
grievance.

The reason most people do not like to hear the story of your troubles is that they have a large number of their own.

I know I am here.  
I know I had nothing to  
do with my coming, and  
I shall have but little, if  
anything, to do with my  
going, therefore I will  
not worry because  
worries do not help me.

If you have been wise  
and successful I  
congratulate you; unless  
you are unable to forget  
how successful you  
have been, then I pity  
you.

We all like  
commendation and  
many of us like flattery,  
but it is a debatable  
question as to whether  
the indulgence of these  
tendencies builds  
character and strength  
and individuality.



We cannot sow thistle  
seeds and harvest  
clover.

Mother Nature simply  
does not run things that  
way. She goes by cause  
and effect.

Twentieth-century actor  
Charlie Chaplin made a  
million dollars a year out of  
a funny, shuffling walk and  
a pair of baggy trousers,  
because he did "something  
different."

Take the hint and  
“individualize” yourself  
with some distinctive idea.

The person who is  
afraid to give credit to  
those who help them do  
a piece of creditable  
work is so small that  
opportunity will pass by  
without seeing them  
some day.

“Hot Heads” go  
with “cold feet.”  
Anyone who loses their  
temper is usually a  
bluffer and, when  
“called” on the bluff, is  
a quitter.

Great achievement is usually born of great sacrifice and is never the result of selfishness.

One of the most  
valuable things any  
person can learn is the  
art of using the  
knowledge and  
experience of others.

A careful inventory  
of all your past  
experiences may  
disclose the startling  
fact that everything has  
happened for the best.

First impressions really  
do count.

Dress to look the part  
you intend to play in  
life but take care not to  
overdo it.



Conceit is a fog which envelops a person's real character beyond their own recognition.

It weakens their native ability and strengthens all their inconsistencies.

If you think your lot in life has been hard read "*Up From Slavery*" by Booker T. Washington, and you may see how fortunate you have been.

All anyone really requires, as a capital on which to start a successful career, is a sound mind, a healthy body and a genuine desire to be of as much service as possible to as many people as possible.

There is a suitable reward  
for every virtue and  
appropriate punishment for  
every sin a person  
commits.

Both the reward and the  
punishment are effects over  
which no person has  
control as they come upon  
them voluntarily.

Your employer does not control the sort of service you render. You control that, and it is the thing that makes or breaks you.

No person achieves  
great success who is  
unwilling to make  
personal sacrifices.

No person can rise to  
fame and fortune  
without carrying others  
along with them.  
It simply cannot  
be done.

Fear no person, hate no  
person, wish no-one  
misfortune, and more  
than likely you will  
have plenty of friends.



To do much clear thinking, a person must arrange for regular periods of solitude when they can concentrate and indulge their imagination without distraction.

Ask any wise person  
what they most desire,  
and they will, more than  
likely, say  
"more wisdom."

While other persons  
may side-track your  
ambitions more than a  
few times, remember  
that discouragement  
most frequently comes  
from within.

It is a peculiar trait of human nature, but it is true, that the most successful people will work harder for the sake of rendering useful service than they will for money alone.

The person who  
actually knows just  
what they want in life  
has already gone a long  
way toward attaining it.

Our doubts are traitors  
and make us lose the  
good we might win by  
fearing to attempt.

It is well worth remembering that the customer is the most important factor in any business.

If you don't think so, try to get along without them for a while.

A good hearty laugh is  
worth ten thousand  
"groans" and a million  
"sighs" in any market  
on earth.



If you are successful  
remember that somewhere,  
sometime, someone gave  
you a lift or an idea that  
started you in the right  
direction.

Remember, also, that you  
are indebted to life until  
you help some less  
fortunate person, just as  
you were helped.

There are ten weaknesses against which most of us must guard ourselves. One of these is the habit of trying to reap before we have sown, and the other nine are all wrapped up in the one practice of creating alibis to cover every mistake made.

There is no more  
dangerous person -  
dangerous to themselves  
and to others - than  
the person who passes  
judgment without  
pretending to know the  
facts.

Ultimately, nothing matters very much. The defeat that seems to break your heart today will be but a ripple among the waves of other experiences in the ocean of your life further ahead.

To love praise, but not  
worship it, and fear  
condemnation, but not  
go down under it, is  
evidence of a well-  
balanced personality.

The educated person is  
one who has learned  
how to get everything  
they need without  
violating the rights of  
others.

Education comes from  
within; you get it by  
struggle and effort and  
thought.

The person who sows a  
single beautiful thought  
in the mind of another,  
renders the world a  
greater service than that  
rendered by all the  
fault-finders combined.

There are no lazy persons. What may appear to be a lazy person is only an unfortunate soul who has not found the work for which they are best suited.



There is always room  
for the person who can  
be relied upon to  
deliver the goods when  
they said they would.

I like to see a person  
proud of their country,  
and I like to see them  
live in such a way that  
their country is proud of  
them.

Employers are always on the lookout for a person who does a better job of any sort than is customary, whether it be sealing a package, writing a letter, or closing a sale.

If you have tried and met  
with defeat; if you have  
planned and watched your  
plans as they were crushed  
before your eyes; just  
remember that the greatest  
people in all history were  
the products of courage,  
and courage, you know, is  
born in the cradle of  
adversity.

I would rather begin at  
the bottom and climb to  
the top than to start at  
the top and have to  
remain there.

It is better to be a big  
person in a small town  
than to be a small  
person in a big town,  
and ever so much  
easier.

Aspiration is greater  
than realization,  
because it keeps us  
eternally climbing  
upward toward some  
unattained goal.

Congratulate yourself  
when you reach that  
degree of wisdom  
which prompts you to  
see less of the  
weaknesses of others  
and more of your own,  
for you will then be  
walking in the company  
of the really great.



The word “educate” has its roots in the Latin word "*educō*," which means to educe, to draw out, to develop from within. The best educated person is the one whose mind has been the most highly developed.

I have great wealth that  
can never be taken  
away from me; that I  
can never squander; that  
cannot be lost by  
declining stocks or bad  
investments; I have the  
wealth of contentment  
with my lot in life.

Enthusiasm is the  
battery of the soul.  
Keep it charged up and  
you will never be  
without power to get  
what you actually need.

No person has the right to strain the relationship of friendly acquaintance to the breaking point by asking or expecting of a friend something which might prove to be an unreasonable burden to the friend.

It is OK to tell your friends, by tactful suggestion, of your needs, but take care not to ask them outright for assistance if you want to retain their friendship.

You are well on your way toward success if you have such a keen conception of life that you never build a plan which contemplates your requesting another person to do that which does not bring that person some corresponding advantage in return for compliance with your request.

Salesmanship consists very largely in knowing and in showing the prospective buyer the real merits of the goods or services you are trying to sell.

Any person may  
become successful by  
doing the common-  
place things of life in a  
great spirit, with a  
genuine desire to be of  
helpful service to  
others, regardless of  
their calling.



Remember that your  
real wealth is measured,  
not by what you have,  
but by what you are.

When a person really finds themselves at the top of the Ladder of Success, they are never alone because no-one can climb to genuine success without taking others along with them.

First acquire patience  
and perseverance, then  
make up your mind  
what else you want, and  
you will be almost sure  
to get it.

There is a sure way to  
avoid criticism: be  
nothing and do nothing.  
Get a job with no future  
and kill off your  
ambition.

The remedy never fails.

It is an amazing  
coincidence  
that the word  
"American"  
ends with  
"I can."

The person who receives no pay for their services except what is in their paycheck is underpaid, no matter how large the paycheck.

You have a tremendous  
advantage over the  
person who slanders  
you or does you an  
intentional injustice;  
you have it within your  
power to forgive that  
person.

Defeat, like a headache,  
warns us that something  
has gone wrong.

If we are intelligent we  
look for the cause and  
profit by the  
experience.



Isn't it strange that the word "Boomerang" has been in the dictionary all these years without having become generally known that a "Boomerang" is a device which comes back and may wound the hand that throws it?

Do you see that "lucky"  
person over there who  
holds a job position  
through "pull"?

Let me whisper a secret in  
your ear. Fate is standing in  
wait for them just around  
the corner, with a stuffed  
sock, and it is not stuffed  
with cotton!

Here are twelve good reasons for failure.

The first one is the intention of doing no more than you are paid to do; and you may see the other eleven by looking into a mirror.

You need have no fear of competition from the person who says, “I'm not paid to do this, so I'll not do it.”

They will never be a dangerous competitor for your job.

But watch out for the person who remains at their work until it is finished and performs a little more than is expected of them, for they may challenge you and pass you at the finish line.

Until you have learned to be tolerant with those who do not always agree with you; until you have cultivated the habit of saying some kind word to those whom you do not admire; until you have formed the habit of looking for the good instead of the bad there is in others, you will be neither successful nor happy.

So, you have failed  
many times?

How fortunate!

You ought to know, by  
now, some of the things  
that you should not do.

You cannot scare a person who is at peace with God, other people, and themselves. There is no room for fear in such a person's heart.

When fear finds a welcome there is something that needs awakening.

A good stock of self-confidence and a new outfit will help you land a job without "connections," but remember that nothing will go so far towards helping you hold the job as will push, enthusiasm, and determination to do more than what you are paid.



Quibbling over salary during a job interview has lost many a person the big opportunity of a lifetime. If the position you seek is one that you know you can throw your whole heart into, take it, even if you have to work for nothing until you deliver a good sample of your “product.” After that, you will receive pay in proportion to the quality and quantity of the work you perform.

Every failure will teach you a lesson that you need to learn if you will keep your eyes and ears open and are willing to be taught.

Every adversity is usually a blessing in disguise. Without reverses and temporary defeat, you will never know the amount of strength that is within you.

An occasional  
misfortune is a good  
thing.

It reminds us that no  
one has absolute  
independence.

Your current job is nothing more than your opportunity to show what sort of ability you have.

You will get out of it exactly what you put into it - no more and no less.

A "big" job is the sum total of numerous "little" jobs well-done.

Yesterday is but a dream.  
Tomorrow is only a vision.

But Today well-lived  
makes every Yesterday a  
dream of happiness, and  
every Tomorrow a vision  
of hope.

Look forward, therefore, to  
Today.

One of the greatest leaders  
who ever lived stated the  
secret of their leadership in  
six words, as follows:

**“Kindness is more  
powerful than  
compulsion.”**

Remember this, when  
things go against you,  
that of all the  
expressions you show  
in your face the light of  
joy shines farthest out  
to sea.

It is far better to be  
associated with a few  
people who are right  
than with the mob,  
which is wrong,  
because right is always  
the winner in the end.



No-one is living right  
unless they live in such  
a way that whoever  
meets them goes away  
more confident and  
joyous for the contact.

To give pleasure  
to a single heart  
by a single kind  
act is better than a  
thousand head-  
bowings in  
prayer.

If we could read the  
secret history of our  
enemies, we would find  
in each person's life  
enough sorrow and  
suffering to disarm all  
hostility.

Strive not to banish  
pain and doubt,  
In pleasure's noisy din;  
The peace you seek  
from without,  
Is only found within.

There are people in this  
world who have the gift  
of finding joy  
everywhere, and of  
leaving it behind them  
everywhere they go.  
Make this your goal.

It takes only a second  
to administer a  
rebuke, but it may  
take a life-time for  
the one who has been  
rebuked to forget it.

Unfortunate, indeed,  
is the person who  
becomes so used to  
evil that it no longer  
appears to be  
horrible.

Singleness of purpose is one of the chief essentials for success in life, no matter what may be your aim.



If you have built  
a sound character  
it makes no  
difference what  
people say about  
you, because you  
will win in  
the end.

No idle person is  
ever safe, whether  
they be rich or  
poor, white or  
black, educated or  
illiterate.

You have not  
fulfilled every  
duty unless you  
have fulfilled  
that of being  
pleasant to  
others.

There is no defeat  
except that which  
comes from within  
you. There is really  
no insurmountable  
barrier except your  
own inherent  
weakness of purpose.

THIS IS THE END OF THE  
BOOK, BUT IT IS THE  
BEGINNING OF YOUR  
JOURNEY TO SUCCESS

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