

Great Leadership Quotes

A collection of quotations on
Great Leadership
from global business leaders, statesmen,
athletes, coaches, sages, and philosophers.

Compiled by
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Caliente Leadership

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Caliente Leadership

Turning Good Leaders into Great Leaders

Welcome to our comprehensive collection of Great Leadership quotes.

Quotations have always had the power to inspire me. When I was a child I started a collection of quotes on 3x5 inch index cards and kept them filed in my own personal plastic box.

While living in Asia I compiled thousands of quotations from Asia's leading thinkers, sages, philosophers, business leaders, and statesmen. These were published into three highly popular books: *Asian Words of Wisdom*, *Asian Words of Knowledge* and *Essential Asian Words of Wisdom*.

As Confucius wrote, "*To be fond of learning is to be near knowledge.*" I hope these quotes on leadership, which likewise come from business leaders, statesmen, athletes, coaches, sages, and philosophers will provide inspiration and motivation for your own growth and development as a leader.

The quotes are categorized into 15 sections, as shown on the next page. Simply scroll or search to a particular section as you need.

This collection is current as of August 1, 2016. We will be updating it fairly frequently — at least once per quarter — so kindly return to our Caliente Leadership website to download the most recent version.

Best wishes for continued success,

Steven B. Howard

Steven B. Howard
Leadership Facilitator | Author | Coach | Keynote Speaker



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Turning Good Leaders into Great Leaders

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What Makes a Leader?

Don't judge each day by the harvest you reap, but by the seeds you plant.

Robert Louis Stevenson

Any change, even a change for the better, is always accompanied by drawbacks and discomforts.

Arnold Bennett

Do what you feel in your heart to be right – for you'll be criticized anyway. You'll be damned if you do, and damned if you don't.

Eleanor Roosevelt

It had long since come to my attention that people of accomplishment rarely sat back and let things happen to them. They went out and happened to things.

Leonardo Da Vinci

Some of us (perfectionists, especially) fuss so much over making the 'right' choice, but in life, all that's really needed is to make any 'good' choice, believe in it, go through with it, and accept the consequences.

Unknown

Discipline is the bridge between goals and accomplishments.

Jim Rohn

It is more important to know where you are going than to get there quickly.

Mabel Newcomer

We often tend to build walls between work, family, and personal time. We act as if what we do in one area doesn't affect what we do in the others. Yet, we all know that these barriers are artificial.

Stephen R. Covey

The vision must be followed by the venture. It is not enough to stare up the steps. We must step up the stairs.

Vance Havner

Goals. There's no telling what you can do when you get inspired by them. There's no telling what you can do when you believe in them. There's no telling what will happen when you act upon them.

Jim Rohn



The most important key to achieving great success is to decide upon your goal and launch, get started, take action, move.

John Wooden

A person who doesn't know, but knows that he doesn't know, is a student; teach him. A person who knows, but doesn't know that he knows, is asleep; awaken him. But a person who knows and knows that he knows is wise; follow him.

Chinese Proverb

Those who have high thoughts are ever striving; they are not happy to remain in the same place.

Buddha

Determination gives you the resolve to keep going in spite of the roadblocks that lay before you.

Denis Waitley

I studied the lives of great men and famous women, and I found that the men and women who got to the top were those who did the jobs they had in hand, with everything they had of energy and enthusiasm and hard work.

Harry S Truman

The challenge of leadership is to be strong, but not rude; be kind, but not weak; be bold, but not a bully; be thoughtful, but not lazy; be humble, but not timid; be proud but not arrogant; have humor, but without folly.

Jim Rohn

Failing organizations are usually over-managed and under-led.

Warren G. Bennis

The leader acts as though everyone is watching even when no one is watching.

Brian Tracy

The five essential entrepreneurial skills for success are concentration, discrimination, organization, innovation and communication.

Michael Faraday

If you resist change, you will face challenges on a daily basis. If you consciously refocus your attitude to see the benefits of change, your outlook becomes positive and life becomes easier.

Catherine Pulsifer



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Turning Good Leaders into Great Leaders

Leadership is action, not position.

Donald H. McGannon

The fellow who doesn't need a boss is often selected to be one.

Christopher Morley

How you do one thing is how you do everything.

Zen Proverb

Your gifts are not about you. Leadership is not about you. Your purpose is not about you. A life of significance is about servicing those who need your gifts, your leadership, your purpose.

Kevin Hall, author of *Aspire*

If your actions inspire others to dream more, learn more, do more and become more, you are a leader.

John Quincy Adams

Optimism is the one quality more associated with success and happiness than any other.

Brian Tracy

I'm their leader, I've got to follow them.

Alexandre Ledru-Rollin

The most reliable way to anticipate the future is by understanding the present.

John Naisbitt, *Megatrends*

Act with purpose, courage, confidence, competence and intelligence until these qualities 'lock in' to your subconscious mind.

Brian Tracy

Take action every day - some small dose at a time.

Jeffrey Gitomer

You have to expect things of yourself before you can do them.

Michael Jordan

We lead by being human. We do not lead by being corporate, professional or institutional.

Paul G. Hawken



Leadership is a combination of strategy and character. If you must be without one, be without the strategy.

General H. Norman Schwarzkopf

Start by doing what is necessary; then do what's possible; and suddenly you're doing the impossible.

Saint Francis of Assisi

Setting an example is not the main means of influencing others; it is the only means.

Albert Einstein

The time is always right to do what is right.

Martin Luther King, Jr.

Knowledge is a process of piling up facts; wisdom lies in their simplification.

Martin H. Fischer

The only things that evolve by themselves in an organization are disorder, friction and malperformance.

Peter F. Drucker

The first responsibility of a leader is to define reality. The last is to say thank you.

Max De Pree

Every political leader worth their salt in history — from Gandhi to Martin Luther King — has expressed the same message, which is courage. Real leaders don't tell people to be frightened. They help people find a place of courage, even in the face of very real threats.

Naomi Klein

If you just set out to be liked, you will be prepared to compromise on anything at any time, and would achieve nothing.

Margaret Thatcher

To value oneself and, at the same time, subordinate oneself to higher purposes and principles is the paradoxical essence of the highest humanity and the foundation of effective leadership.

Stephen Richards Covey

Believe and act as if it were impossible to fail.

Charles Franklin Kettering



Vision is the spectacular that inspires us to carry out the mundane.

Chris Widener

The only limit to our realization of tomorrow will be our doubts of today.

Franklin Delano Roosevelt

The way to get started is to quit talking and begin doing.

Walt Disney

Don't wait. The time will never be just right.

Napoleon Hill

A leader is a dealer in hope.

Napoleon Bonaparte

Leadership is the art of getting someone else to do something you want done because he wants to do it.

Dwight David Eisenhower

In any moment of decision, the best thing you can do is the right thing. The worst thing you can do is nothing.

Theodore Roosevelt

Stay committed to your decisions, but stay flexible in your approach.

Anthony Robbins

Setting a goal is not the main thing. It is deciding how you will go about achieving it and staying with that plan.

Tom Landry

The measure of success is not just how many hands are working, but how well they are working together.

Ron Kaufman

Most people spend more time and energy going around problems than in trying to solve them.

Henry Ford

Only three things happen naturally in organizations: friction, confusion, and underperformance. Everything else requires leadership.

Peter Drucker



Real leaders are ordinary people with extraordinary determinations.

John Seaman Garns

A clear vision, backed by definite plans, gives you a tremendous feeling of confidence and personal power.

Brian Tracy

Some attributes of leadership are universal and are often about finding ways of encouraging people to combine their efforts, their talents, their insights, their enthusiasm, and their inspiration to work together.

Queen Elizabeth II

During critical periods, a leader is not allowed to feel sorry for himself, to be down, to be angry, or to be weak. Leaders must beat back these emotions.

Mike Krzyzewski

Every leader needs to remember that a healthy respect for authority takes time to develop. It's like building trust. You don't instantly have trust, it has to be earned.

Mike Krzyzewski

Rank does not confer privilege or give power. It imposes responsibility.

Peter Drucker

What it lies in our power to do, it lies in our power not to do.

Aristotle

Management is problem-oriented, leadership is opportunity-oriented.

Stephen Richards Covey

Don't tell people how to do things, tell them what to do and let them surprise you with their results.

George Patton

Leadership is the art of getting someone else to do something you want done because he wants to do it.

Dwight D. Eisenhower

Management is doing things right; leadership is doing the right things.

Peter F. Drucker

Leaders must be close enough to relate to others, but far enough ahead to motivate them.

John C. Maxwell



The mark of a great man is one who knows when to set aside the important things in order to accomplish the vital ones.

Brandon Sanderson

Leadership is not about titles, positions, or flow charts. It is about one life influencing another.

John C. Maxwell

A leader...is like a shepherd. He stays behind the flock, letting the most nimble go out ahead, whereupon the others follow, not realizing that all along they are being directed from behind.

Nelson Mandela

Being responsible sometimes means pissing people off.

Colin Powell

Do you know that one of the great problems of our age is that we are governed by people who care more about feelings than they do about thoughts and ideas?

Margaret Thatcher

A leader is a dealer in hope.

Napoleon

The best executive is the one who has sense enough to pick good men to do what he wants done, and self-restraint to keep from meddling with them while they do it.

Theodore Roosevelt

There is a difference between being a leader and being a boss. Both are based on authority. A boss demands blind obedience; a leader earns his authority through understanding and trust.

Klaus Balkenhol

A leader isn't someone who forces others to make him stronger; a leader is someone willing to give his strength to others so that they may have the strength to stand on their own.

Beth Revis

Always remember, Son, the best boss is the one who bosses the least. Whether it's cattle, or horses, or men; the least government is the best government.

Ralph Moody



Surround yourself with great people; delegate authority; get out of the way.

Ronald Reagan

I cannot give you a formula for success, but I can give you the formula for failure, which is: try to please everybody.

Herbert Bayard Swope

The challenge of leadership is to be strong but not rude; be kind, but not weak; be bold, but not a bully; be humble, but not timid; be proud, but not arrogant; have humor, but without folly.

Jim Rohn

The very essence of leadership is that you have to have vision. You can't blow an uncertain trumpet.

Father Theodore M. Hesburgh

It is absolutely necessary...for me to have persons that can think for me, as well as execute orders.

George Washington

When eagles are silent, parrots begin to chatter.

Winston Churchill

A leader takes people where they would never go on their own.

Hans Finzel

You don't lead by pointing and telling people some place to go. You lead by going to that place and making a case.

Ken Kesey

A man who wants to lead the orchestra must turn his back on the crowd.

Max Lucado

Anyone can hold the helm when the sea is calm.

Publius Syrus

People buy into the leader before they buy into the vision.

John Maxwell

To have long-term success as a coach or in any position of leadership, you have to be obsessed in some way.

Pat Riley



A good leader is a person who takes a little more than his share of the blame and a little less than his share of the credit.

John Maxwell

A good plan violently executed now is better than a perfect plan executed next week.

George Patton

Earn your leadership every day.

Michael Jordan

Success at the highest level comes down to one question: 'Can you make the choice that your happiness can come from someone else's success?' No one has qualities like courage, vision, charisma, adaptability, and decisiveness in equal measure. But every great leader does make the same decision--and so can you.

Jeff Haden

Leaders think and talk about the solutions. Followers think and talk about the problems.

Brian Tracy

Leadership is the art of giving people a platform for spreading ideas that work.

Seth Godin

Leadership is the capacity to translate vision into reality.

Warren Bennis

Leadership is the ability to hide your panic from others.

Lao-Tzu

I suppose leadership at one time meant muscles; but today it means getting along with people.

Mahatma Gandhi

Leading an organization is like frying a small fish. You spoil it with too much poking.

Lao-Tzu

You have to do what you think is right. If you don't, you are not a leader.

Ben Horowitz

We yield on the side of making our people proud. It galvanizes our organization.

Howard Schultz



What Makes a Great Leader?

The one who asks questions doesn't lose his way.

African Proverb

Courage is what it takes to stand up and speak; courage is also what it takes to sit down and listen.

Winston Churchill

With courage you will dare to take risks, have the strength to be compassionate and the wisdom to be humble. Courage is the foundation of integrity.

Kesgavan Nair

In one spark of fire there is the whole fire. It can ignite whole cities and nations. One spark. That's how the truth of one person from age to age can shake the whole earth.

Swami Amar Jyoti

Sincerity is the treasure of a land, for it is in sincerity that the people find their strength in times of hardship.

Confucius

Not the cry but the flight of the wild duck leads the flock to fly and follow.

Chinese Proverb

Happiness comes when you believe in what you are doing, know what you are doing, and love what you are doing.

Brian Tracy

The three "C's" of leadership are Consideration, Caring and Courtesy. Be polite to everyone.

Brian Tracy

If you wish others to believe in you, you must first convince them that you believe in them.

Harvey Mackay

Live with integrity in the moment of choice.

Stephen R. Covey, *First Things First*

Never assume you understand. Ask the questions.

Brian Tracy



As you become more clear about who you really are, you'll be better able to decide what is best for you the first time around.

Oprah Winfrey

There is no greatness without a passion to be great, whether it's the aspiration of an athlete or an artist, a scientist, a parent or a business person.

Anthony Robbins

Chase your passion, not your pension!

Denis Waitley

Your profession is not what brings home your paycheck. Your profession is what you were put on earth to do with such passion and such intensity that it becomes spiritual in calling.

Vincent Van Gogh

When you are content to be simply yourself and don't compare or compete, everybody will respect you.

Lao-Tzu

To be yourself in a world that is constantly trying to make you something else is the greatest accomplishment.

Ralph Waldo Emerson

You must learn a new way to think before you can master a new way to be.

Marianne Williamson

Most people do not listen with the intent to understand; they listen with the intent to reply.

Stephen Covey

You should never let your fears prevent you from doing what you know is right.

Aung San Suu Kyi

We gain strength, and courage, and confidence by each experience in which we really stop to look fear in the face...we must do that which we think we cannot.

Eleanor Roosevelt

The key to successful leadership today is influence, not authority.

Kenneth Blanchard

The greatest enemy of knowledge is not ignorance, it is the illusion of knowledge.

Stephen Hawking



Don't let the noise of other's opinions drown out your own inner voice. And most important, have the courage to follow your heart and intuition. They somehow already know what you truly want to become. Everything else is secondary.

Steve Jobs

One person with a belief is equal to a force of ninety-nine with only interests.

John Stuart Mill

Your belief determines your action and your action determines your results, but first you have to believe.

Mark Victor Hansen

He can who thinks he can, and he can't who thinks he can't. This is an inexorable, indisputable law.

Henry Ford

A growing body of research suggests that self-compassion, rather than self-esteem, may be the key to unlocking your true potential for greatness.

Heidi Grant Halvorson

Nothing kills a good idea like a committee.

Jessica Hagy

Nothing is more powerful for your future than being a gatherer of good ideas and information. That's called doing your homework.

Jim Rohn

Freedom from the desire for an answer is essential to the understanding of a problem.

Jiddu Krishnamurti

You manage things; you lead people.

Rear Admiral Grace Murray Hopper

A leader's role is to raise people's aspirations for what they can become and to release their energies so they will try to get there.

David Gergen

Thinking is the hardest work there is, which is probably the reason so few engage in it.

Henry Ford



Thinking is what a great many people think they are doing when they are merely rearranging their prejudices.

William James

Ask not what the cost of doing this will be.

Ask what the cost of not doing it will be.

Rear Admiral Grace Murray Hopper

You can preach a better sermon with your life than with your lips.

Oliver Goldsmith

It is a capital mistake to theorize before one has data.

Sir Arthur Conan Doyle

The ability to perceive or think differently is more important than the knowledge gained.

David Bohm

It takes a lot of things to prove you are smart, but only one thing to prove you are ignorant.

Don Herold

It is a mistake to think that moving fast is the same as actually going somewhere.

Steve Goodier

Great thoughts speak only to the thoughtful mind, but great actions speak to all mankind.

Emily P. Bissell

Companies go wrong when they play defense instead of trying to score.

Howard Schultz

I love to surround myself with people who have heart and conscience.

Howard Schultz

As you move into higher leadership positions, part of your net worth is your network.

Steven B. Howard

Be a yardstick of quality. Some people aren't used to an environment where excellence is expected.

Steve Jobs



The Law of Win/Win says "Let's not do it your way or my way; let's do it the best way."

Greg Anderson

A leader is best when people barely know he exists, when his work is done, his aim fulfilled, they will say 'We did it ourselves.'

Lao-Tzu

I haven't always recruited for the best talent. I've taken a few guys who would fit for different reasons — leadership, toughness.

Tom Izzo

Do you understand if you're going to lead, you're going to serve?

John Calipari

If you wish to be a leader you will be frustrated, for very few people wish to be led. If you aim to be a servant you will never be frustrated.

Frank F. Warren

The first responsibility of a leader is to define reality. The last is to say thank you. In between, the leader is a servant.

Max Depree

As we look ahead into the next century, leaders will be those who empower others.

Bill Gates

Consensus: "The process of abandoning all beliefs, principles, values and policies in search of something in which no one believes, but to which no one objects; the process of avoiding the very issues that have to be solved, merely because you cannot get agreement on the way ahead." What great cause would have been fought and won under the banner 'I stand for consensus?'

Margaret Thatcher

Keep your fears to yourself, but share your courage with others.

Robert Louis Stevenson

The greatest leader is not necessarily the one who does the greatest things. He is the one that gets the people to do the greatest things.

Ronald Reagan

A leader takes people where they want to go. A great leader takes people where they don't necessarily want to go, but ought to be.

Rosalynn Carter



Power isn't control at all — power is strength, and giving that strength to others. A leader isn't someone who forces others to make him stronger; a leader is someone willing to give his strength to others that they may have the strength to stand on their own.

Beth Revis

The art of leadership is saying no, not yes. It is very easy to say yes.

Tony Blair

Wisdom equals knowledge plus courage. You have to not only know what to do and when to do it, but you have to also be brave enough to follow through.

Jarod Kintz

If you want to build a ship, don't drum up the men to gather wood, divide the work, and give orders. Instead, teach them to yearn for the vast and endless sea.

Antoine de Saint-Exupery

Remember, teamwork begins by building trust. And the only way to do that is to overcome our need for invulnerability.

Patrick Lencioni

Average leaders raise the bar on themselves; good leaders raise the bar for others; great leaders inspire others to raise their own bar.

Orrin Woodward

A good leader leads the people from above them. A great leader leads the people from within them.

M.D. Arnold

The ultimate measure of a man is not where he stands in moments of comfort, but where he stands at times of challenge and controversy.

Martin Luther King, Jr.

Become the kind of leader that people would follow voluntarily, even if you had no title or position.

Brian Tracy

I start with the premise that the function of leadership is to produce more leaders, not more followers.

Ralph Nader



Caliente Leadership

Turning Good Leaders into Great Leaders

A great person attracts great people and knows how to hold them together.

Johann Wolfgang von Goethe

My job is not to be easy on people. My job is to take these great people we have and to push them and make them even better.

Steve Jobs

Great leaders are almost always simplifiers, who can cut through argument, debate and doubt to offer a solution everybody can understand.

Colin Powell

Leadership should be more participative than directive, more enabling than performing.

Mary D. Poole

Companies go wrong when they play defense instead of trying to score.

Howard Schultz

Sometimes, you are not prepared for the event but the event prepares you.

Howard Schultz

I love to surround myself with people who have heart and conscience.

Howard Schultz

Desire is the starting point of all achievement.

Napoleon Hill



The Power of Leadership

Vision is where tomorrow begins, for it expresses what you and others who share the vision will be working hard to create. Since most people don't take the time to think systematically about the future, those who do, and who base their visions, have inordinate power to shape the future.

Burt Nanus

You have to decide what your highest priorities are and have the courage — pleasantly, smilingly, non-apologetically — to say 'no' to other things. And the way you do that is by having a bigger 'yes' burning inside. The enemy of the 'best' is often the 'good.'

Stephen Covey

Obstacles are those frightful things you see when you take your eyes off your goals.

Henry Ford

Spend 80 percent of your time focusing on the opportunities of tomorrow rather than the problems of yesterday.

Brian Tracy

Leaders don't create followers, they create more leaders.

Tom Peters

You must learn to translate wisdom and strong feelings into labor.

Jim Rohn

One person with a belief is equal to a force of ninety-nine with only interests.

John Stuart Mills

The man who gets the most satisfactory results is not always the man with the most brilliant single mind, but rather the man who can best coordinate the brains and talents of his associates.

Sir William Alton Jones

The quality of an organization can never exceed the quality of the minds that make it up.

Harold R. McAlindon

The power to do good is also the power to do harm.

Milton Friedman



You are very powerful, provided you know how powerful you are.

Yogi Bhajan

Nothing is more despicable than respect based on fear.

Albert Camus

Anyone can hold the helm when the sea is calm.

Publius Syrus

Truth dies but mistrust blossoms.

Sophocles

The most common way people give up their power is by thinking they don't have any.

Alice Walker

When everything seems to be going against you, remember that the airplane takes off against the wind, not with it.

Henry Ford

Great thoughts speak only to the thoughtful mind, but great actions speak to all mankind.

Emily P. Bissell

If you believe in what you stand for as an enterprise — and you're willing to admit vulnerability — you have a chance to come out the right way.

Howard Schultz

Don't settle! Embrace a dream — and keep dreaming. Don't be a bystander. Take it personally.

Howard Schultz



Values-Based Leadership

Principle — particularly moral principle — can never be a weathervane, spinning around this way and that with the shifting winds of expediency. Moral principle is a compass forever fixed and forever true.

Edward R. Lyman

Surplus wealth is a sacred trust which its possessor is bound to administer in his lifetime for the good of the community.

Andrew Carnegie

If you find yourself planning to do something "just this once" watch out. It means you're about to compromise your own values. Whatever it is, you already know it's wrong.

Ralph Marston

There's an opportunity for businesses to demonstrate a role in society that is beyond profitability and shareholder value.

Howard Schultz



The Art of Delegation

Leading an organization is like frying a small fish. You spoil it with too much poking.

Lao-Tzu

Much of the stress that people feel doesn't come from having too much to do. It comes from not finishing what they started.

David Allen

The sages do not consider that making no mistakes is a blessing. They believe, rather, that the great virtue of man lies in his ability to correct his mistakes and continually make a new man of himself.

Wang Yang-Ming

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.

Dr. David M. Burns

Do not be afraid of failure. Be afraid of not learning from failure.

Anonymous

The secret of success is to go from failure to failure without any loss of enthusiasm.

Winston Churchill

Authority without wisdom is like a heavy axe without an edge, fitter to bruise than polish.

Anne Dudley Bradstreet

If you don't realize there is always somebody who knows how to do something better than you, then you don't give proper respect for others' talents.

Hortense Canady



Leaders Must Be Good Coaches

Kind words are short and easy to speak, but their echoes are truly endless.

Mother Teresa

What you leave behind is not what is engraved in stone monuments, but what is woven into the lives of others.

Pericles

People rarely succeed unless they have fun in what they are doing.

Dale Carnegie

It's not what you tell them, it's what they hear that matters.

Red Auerbach

It is the nature of man to rise to greatness if greatness is expected of him.

John Steinbeck

The nobler sort of man emphasizes the good qualities in others, and does not accentuate the bad. The inferior does the reverse.

Confucius

The mediocre teacher tells.

The good teacher explains.

The superior teacher demonstrates.

The great teacher inspires.

William Arthur Ward

Perhaps you will forget tomorrow the kind words you say today, but the recipient may cherish them over a lifetime.

Dale Carnegie

You will regret many things in life but you will never regret being too kind or too fair.

Brian Tracy

It costs you nothing to be lavish with your praise.

Ron Kaufman

Wise men are not always silent, but they know when to be.

Anonymous

Helping those who have lost their way is felt across the universe.

Anthony Douglas Williams



I hear and I forget.
I see and I remember.
I do and I understand.

Confucius

Praise, like gold and diamonds, owes its value only to its scarcity.

Samuel Johnson

There are two ways of exerting one's strength: one is pushing down, the other is pulling up.

Booker T. Washington

Our chief want is someone who will inspire us to be what we know we could be.

R. W. Emerson

Giving connects two people, the giver and the receiver, and this connection gives birth to a new sense of belonging.

Deepak Chopra

Deal with the faults of others as gently as with your own.

Chinese Proverb

Think twice before you speak, because your words and influence will plant the seed of either success or failure in the mind of another.

Napoleon Hill

You start to realize that the trophy brings you nothing of real value. Nothing, really. The joy in coaching is helping a group of kids accomplish something they couldn't accomplish by themselves.

Billy Donovan

Always to try to be a little kinder than is necessary.

Sir James Matthew Barrie

Each of us sooner or later realizes that our relationships with others require giving of ourselves -- not only of our time, but our sincere and caring involvement as well. Too often we close the book on the many who need us by allotting just so much of ourselves, and end by being miserly with what should be the easiest and least expensive thing to give—ourselves.

Leo Buscaglia



Tell a man he is brave, and you help him to become so.

Thomas Carlyle

A great mentor is one who aims for others' abilities to surpass his own.

Anonymous

Giving whether it be of time, labor, affection, advice, gifts, or whatever, is one of life's greatest pleasures.

Rebecca Russell

Flatter me, and I may not believe you. Criticize me, and I may not like you. Ignore me, and I may not forgive you. Encourage me, and I may not forget you.

William Arthur

Instead of always harping on a man's faults, tell him of his virtues. Try to pull him out of his rut of bad habits. Hold up to him his better self, his real self that can dare and do and win out.

Eleanor H. Porter

Outstanding leaders go out of their way to boost the self-esteem of their personnel. If people believe in themselves, it's amazing what they can accomplish.

Sam Walton

People are basically good; if you give them the right tools they'll prove it to you every day.

Charlie Rose

Kind words do not cost much. Yet they accomplish much.

Blaise Pascal

Gentle words, quiet words, are after all the most powerful words. They are more convincing, compelling and prevailing.

W. Gladden

A team is not a group of people who work together. A team is a group of people working together towards a shared outcome who trust and respect each other.

Steven B. Howard

We will try to create conditions where people can come together in a spirit of teamwork, and exercise to their heart's desire their technological capacity.

Akio Morita



If the only tool you have is a hammer, you tend to see every problem as a nail.

Abraham H. Maslow

Celebrate what you want to see more of.

Thomas J. Peters

Part of coaching is acting. It's true of any kind of leadership, whether you're a CEO, an army general, or a father. Part of the job is that you don't reveal your own apprehensions.

John Calipari

We all need people who will give us feedback. That's how we improve.

Bill Gates

Feeling gratitude and not expressing it is like wrapping a present and not giving it.

William Arthur Ward

I would maintain that thanks are the highest form of thought; and that gratitude is happiness doubled by wonder.

G.K. Chesterton

Gratitude is a currency that we can mint for ourselves, and spend without fear of bankruptcy.

Fred De Witt Van Amburgh

The deepest craving of human nature is the need to be appreciated.

William James

Silent gratitude isn't very much to anyone.

Gertrude Stein

Thankfulness is the beginning of gratitude. Gratitude is the completion of thankfulness. Thankfulness may consist merely of words. Gratitude is shown in acts.

Henri Frederic Amiel

No one who achieves success does so without the help of others. The wise and confident acknowledge this help with gratitude.

Alfred North Whitehead

Keep your eyes open and try to catch people in your company doing something right, then praise them for it.

Tom Hopkins



Caliente Leadership

Turning Good Leaders into Great Leaders

A lot of people have gone further than they thought they could because someone else thought they could.

Zig Ziglar

Tend to the people, and they will tend to the business.

John Maxwell



The Art of Motivation

People often say that motivation doesn't last. Well, neither does bathing – that's why we recommend it daily.

Zig Ziglar

Motivation is what gets you started. Habit is what keeps you going.

Jim Rohn

The secret of discipline is motivation. When a man is sufficiently motivated, discipline will take care of itself.

Sir Alexander Paterson

Enthusiasm releases the drive to carry you over obstacles and adds significance to all you do.

Norman Vincent Peale

The single common denominator of men and women who achieve great things is a sense of destiny.

Brian Tracy

Nothing so conclusively proves a man's ability to lead others as what he does from day to day to lead himself.

Thomas J. Watson

"How do I motivate myself to run in the morning?"

"By running in the morning."

"But I don't feel like running."

"That's because you're not running yet. If you were running, pretty soon you would feel like running."

Steve Chandler, "Reinventing Yourself"

Nothing destroys a good idea faster than a mandatory consensus.

Jessica Hagy

A decision is made with the brain. A commitment is made with the heart. Therefore, a commitment is much deeper and more binding than a decision.

Nido Qubein

You can work as an individual, but you'll win with a team.

Ron Kaufman



While you can be efficient with things, you can't be efficient effectively with people.
Stephen R. Covey, "First Things First"

You can't live a perfect day without doing something for someone who will never be able to repay you.
John Wooden

Remember there's no such thing as a small act of kindness. Every act creates a ripple with no logical end.
Scott Adams

Work is effort applied toward some end. The most satisfying work involves directing our efforts toward achieving ends that we ourselves endorse as worthy expressions of our talent and character.
William J. Bennett

The difference between a successful person and others is not a lack of strength, not a lack of knowledge, but rather a lack in will.
Vince Lombardi

Spirit has fifty times the strength and staying-power of brawn and muscle.
Mark Twain

Be quick to praise people.
Bernard Mannes Baruch

All human actions have one or more of these seven causes: chance, nature, compulsions, habit, reason, passion, desire.
Aristotle

The greatest discovery of any generation is that human being can alter his life by altering his attitude.
William James

What is a committee? A group of the unwilling, picked from the unfit, to do the unnecessary.
Richard Harkness

An idea that excites, ignites.
Ron Kaufman

When someone does something good, applaud! You will make two people happy.
Samuel Goldwyn



The most difficult thing for individuals to do when they're part of the team is to sacrifice. Without sacrifice you'll never know your team's potential.

Pat Riley

The key to motivation is motive.

Stephen Richards Covey, *First Things First*

Motivation alone is not enough. If you have an idiot and you motivate them, now you have a motivated idiot.

Jim Rohn

There is little difference in people, but that little difference makes a big difference. The little difference is attitude. The big difference is whether it is positive or negative.

W. Clement Stone

Motivation is a fire from within. If someone else tries to light that fire under you, chances are it will burn very briefly.

Stephen Richards Covey

The most difficult thing for individuals to do when they're part of the team is to sacrifice. Without sacrifice you'll never know your team's potential.

Pat Riley

Individuals with great self-esteem will do great things....they're the ones others count on to boost results when the company needs it most.

Rick Pitino



Leaders Must Be People Developers

Before you become a leader, success is all about growing yourself. When you become a leader success is all about growing others.

Jack Welch

You cannot succeed by yourself. It's hard to find a rich hermit.

Jim Rohn

The best way to add value to yourself is by adding value to other people.

John Maxwell

If I accept you as you are, I will make you worse; however, if I treat you as though you are what you are capable of becoming, I help you become that.

Johann Wolfgang von Goethe

The best of us are those who help the rest of us.

Anthony Douglas Williams

It is a fine thing to have ability, but the ability to discover ability in others is the true test.

Elbert Green Hubbard

The nobler sort of man emphasizes the good qualities in others, and does not accentuate the bad. The inferior does the reverse.

Confucius

Over sharpen the blade, and the edge will soon blunt.

Lao-Tzu

Everyone has huge creative capacities as a natural result of being a human being. The challenge is to develop them. A culture of creativity has to involve everybody not just a select few.

Sir Ken Robinson

Someone who is exceptional in their role is not just a little better than someone who is pretty good, they are 100 times better.

Mark Zuckerberg

People are your most valuable asset. Only people can be made to appreciate in value.

Stephen Richards Covey



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Continuous training of your employees, especially in the "soft skills" areas of teamwork, collaboration and working across boundaries, is the key to scaling every part of your business.

Steven B. Howard

Too many people overvalue what they are not and undervalue what they are.

Malcolm Forbes

The way to develop the best that is in a person is by appreciation and encouragement.

Charles Schwab

At times, our own light goes out and is rekindled by a spark from another person. Each of us has cause to think with deep gratitude of those who have lighted the flame within us.

Albert Schweitzer



Resolving Conflicts / Leveraging Conflict

Never argue with an idiot. They drag you down to their level then beat you with experience.

Dilbert

Conflict is the gadfly of thought. It stirs us to observation and memory. It instigates us to invention. It shocks us out of sheep-like passivity, and sets us at noting and contriving, reflection and ingenuity.

John Dewey

Conflict is inevitable, but combat is optional.

Max Lucado

The aim of an argument or discussion should not be victory, but progress.

Joseph Joubert

If everyone is thinking alike then somebody isn't thinking.

George Smith Patton Jr.

Direct confrontation, direct conversation is real respect.

Penn Jillette

Honest disagreement is often a good sign of progress.

Mahatma Gandhi



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Turning Good Leaders into Great Leaders

Managing Dilemmas

One of the true tests of leadership is the ability to recognize a problem before it becomes an emergency.

Arnold Glasow

By harnessing your imagination you can focus on problems and opportunities in ways that lead to value-adding innovations. Those organizations which encourage employees to contribute ideas will always do better than those that do not. The reason is simple. Innovative organizations can still fail, as can innovative ideas. But innovative organizations will maximize their opportunities and find more creative solutions to their problems.

Ed Bernacki, Australian Author



Leadership Responsibilities

Leadership is not a right; it's a responsibility.

John Maxwell

An idea that is developed and put into action is more important than an idea that exists only as an idea.

Buddha

Determination gives you the resolve to keep going in spite of the roadblocks that lay before you.

Denis Waitley

Failure is the opportunity to begin again more intelligently.

Henry Ford

The ability to discipline yourself to delay gratification in the short term in order to enjoy greater rewards in the long term is the indispensable prerequisite for success.

Brian Tracy

Have a variety of interests. Interests relax the mind and lessen tension on the nervous system. People with many interests live not only longer but happier.

George Matthew Allen

The difference in winning & losing is most often, not quitting.

Walt Disney

We can often do more for others by trying to correct our own faults than by trying to correct theirs.

Francis Fenelon

Optimism is essential to achievement and it is also the foundation of courage and true progress.

Nicholas Murray Butler

Shift your momentum, and a bad day turns into a great day. Problems change into opportunities. What was once negative energy turns into a useful, creative force.

Ralph Marston



Practice the philosophy of continuous improvement. Get a little bit better every single day.

Brian Tracy

The most influential person who will talk to you all day is you, so you should be very careful about what you say to you!

Zig Ziglar

Personality development is the process of building and maintaining high levels of self-esteem. You can change your performance by changing the way you think about yourself in that area.

Brian Tracy

One man practicing sportsmanship is far better than a hundred teaching it.

Knute Rockne

Every problem has a gift for you in its hands.

Richard Bach



Leading With Influence

Trust men and they will be true to you; treat them greatly and they will show themselves great.

Ralph Waldo Emerson

To be trusted is a greater compliment than to be loved.

George MacDonald

You may be deceived if you trust too much, but you will live in torment if you don't trust enough.

Frank Crane

One must be fond of people and trust them if one is not to make a mess of life.

E. M. Forster

Visualize and think about yourself as you would ideally like to be, not just as you are.

Brian Tracy

Power lasts ten years; influence not more than a hundred.

Korean Proverb



Communicating as a Great Leader

Whatever words we utter should be chosen with care for people will hear them and be influenced by them for good or ill.

Buddha

You cannot speak that which you do not know. You cannot share that which you do not feel. You cannot translate that which you do not have. And you cannot give that which you do not possess. To give it and to share it, and for it to be effective, you first need to have it. Good communication starts with good preparation.

Jim Rohn

The organization that can't communicate can't change, and the corporation that can't change is dead.

Nido Qubein

The 8 key words that will move practically anyone to your side of the issue: If you can't do it, I'll definitely understand.

Bob Burg

Poor or fuzzy communications are major time-wasters. Take the time to be crystal-clear in your communications with others."

Brian Tracy

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

Peter F. Drucker

The goal of effective communication should be for listeners to say, 'Me, too!' versus 'So what?'

Jim Rohn

Poor or fuzzy communications are major time-wasters. Take the time to be crystal-clear in your communications with others.

Brian Tracy

The first 30 seconds and the last 30 seconds have the most impact in a presentation.

Patricia Fripp

Actions speak louder than words.

English saying



Words are potent weapons for all causes, good or bad.

Manly P. Hall

A person hears only what they understand.

Johann Wolfgang von Goethe

Speak honestly or else be silent.

Jalal ad-Din Muhammad Balkhi [Rumi]

Seek first to understand, then to be understood.

Stephen Richards Covey

Never assume you understand. Ask the questions.

Brian Tracy

Skill in the art of communication is crucial to a leader's success. You can accomplish nothing unless you communicate effectively.

Norman Allen

It's not what you tell them, it's what they hear that matters.

Red Auerbach

To effectively communicate, we must realize that we are all different in the way we perceive the world and use this understanding as a guide to our communication with others.

Anthony Robbins

To be persuasive, we must be believable; to be believable, we must be credible; to be credible, we must be truthful.

Edward R Murrow

Communication does not always occur naturally, even among a tight-knit group of individuals. Communication must be taught and practiced in order to bring everyone together as one.

Mike Krzyzewski

A speech should not just be a sharing of information, but a sharing of yourself.

Ralph Archbold

Storytellers, by the very act of telling, communicate a radical learning that changes lives and the world: telling stories is a universally accessible means through which people make meaning.

Chris Cavanaugh



Communication is a skill that you can learn. It's like riding a bicycle or typing. If you're willing to work at it, you can rapidly improve the quality of every part of your life.

Brian Tracy

Good communication is as stimulating as black coffee, and just as hard to sleep after.

Anne Morrow Lindbergh

The art of communication is the language of leadership.

James Humes

Most successful people I've known are the ones who do more listening than talking.

Bernard Baruch

Two monologues do not make a dialogue.

Jeff Daly

The right word may be effective, but no word was ever as effective as a rightly timed pause.

Samuel Langhorne Clemens [Mark Twain]



Becoming a Powerful Leader

The man who follows the crowd will usually get no further than the crowd. The man who walks alone is likely to find himself in places no one has ever been.

Alan Ashley-Pitt

The height of your accomplishments will equal the depth of your convictions.

William F. Scolavino

Real leaders forever need bigger and more irresistible challenges.

Mark Victor Hansen

The power of the Internet to change the world is real, but it is still up to mankind to change the world for the better.

Anthony Douglas Williams

There is more to life than increasing its speed.

Mahatma Gandhi

Peace of mind is attained not by ignoring problems, but by solving them.

Raymond Hull

The act of being wise is knowing what to overlook.

William James

There is no passion to be found playing small, in settling for a life that is less than the one you are capable of living.

Nelson Mandela

The role of business is to make the world a better place for everyone.

Kevin Roberts

The biggest need in politics and government today is for people of integrity and courage, who will do what they believe is right and not worry about the political consequences to themselves.

Reva Beck Bosone

If it is once again one against forty-eight, then I am very sorry for the forty-eight.

Margaret Thatcher

Don't follow the crowd, let the crowd follow you.

Margaret Thatcher



I must admit that I personally measure success in terms of the contributions an individual makes to their fellow human beings.

Margaret Mead

Perhaps the very best question that you can memorize and repeat, over and over, is, "what is the most valuable use of my time right now?"

Brian Tracy

Effective people are not problem-minded; they are opportunity-minded. They feed opportunities and starve problems.

Stephen Richards Covey

Those companies unwilling to participate in improving and enhancing the communities they serve and the employees they employ will be in the penalty box. And they should be.

Howard Schultz

Every time we've made a decision to do the right thing it ends up being good business.

Yvon Chouinard

Every business has the potential for a higher purpose besides just making money.

John Mackey

I am not building a stock. I'm trying to build a great, enduring company.

Howard Schultz

We are a performance-driven organization, but we have to lead the company through the lens of humanity.

Howard Schultz

A business is simply an idea to make other people's lives better.

Richard Branson



Developing Yourself as a Leader

Sometimes the most urgent thing you can possibly do is take a complete rest.

Ashleigh Brilliant

Move out of your comfort zone. You can only grow if you are willing to feel awkward and uncomfortable when you try something new.

Brian Tracy

I was thinking one day and I realized that if I just had somebody behind me all the way to motivate me I could make a big difference. Nobody came along like that so I just became that person for myself.

Unknown

First we make our habits, then our habits make us.

Charles C. Noble

Let him that would move the world first move himself.

Socrates

He who knows others is learned; He who knows himself is wise.

Lao-Tzu

The world makes way for the man who knows where he is going.

Ralph Waldo Emerson

When you examine the lives of the most influential people who have ever walked among us, you discover one thread that winds through them all. They have been aligned first with their spiritual nature and only then with their physical selves.

Albert Einstein

When you know yourself you are empowered. When you accept yourself you are invincible.

Tina Lifford

Always give without remembering, and always receive without forgetting.

Brian Tracy

The elevator to success is out of order. You'll have to use the stairs, one step at a time.

Joe Girard



Always bear in mind that your own resolution to succeed is more important than any other one thing.

Abraham Lincoln

Argue for your limitations, and sure enough, they're yours.

J.S. Bach

Be more concerned with your character than with your reputation. Your character is what you really are while your reputation is merely what others think you are.

John Wooden

Confidence without humility is arrogance.

Unknown

What we see depends mainly on what we look for.

John Lubbock

Treat your body like a temple, not a woodshed. The mind and body work together. Your body needs to be a good support system for the mind and spirit. If you take good care of it, your body can take you wherever you want to go, with the power and strength and energy and vitality you will need to get there.

Jim Rohn

The health of your body influences what you experience in your mind. There is no split. If you can engage your whole spirit in the pursuit of total fitness — not just your intellect, not just your emotions — but instead everything inside you that is truly you, you'll discover what it is to be a whole person.

David Patchell-Evans

It is not work that kills men; it is worry. Work is healthy; you can hardly put more upon a man than he can bear. Worry is rust upon the blade. It is not the revolution that destroys the machinery, but the friction. Fear secretes acids; but love and trust are sweet juices.

Henry Ward Beecher

Laughter is the most healthful exertion.

Christoph Wilhelm Hufeland

Discipline is the bridge between goals and accomplishment.

Jim Rohn



Try not to become a man of success, but rather try to become a man of value.

Albert Einstein

Whether you be man or woman you will never do anything in this world without courage. It is the greatest quality of the mind next to honor.

James Lane Allen

Miss a meal if you have to, but don't miss a book.

Jim Rohn

Read an hour every day in your chosen field. This works out to about one book per week, 50 books per year, and will guarantee your success.

Brian Tracy

Read something positive every night and listen to something helpful every morning.

Tom Hopkins

When you write down your ideas you automatically focus your full attention on them. Few if any of us can write one thought and think another at the same time. Thus a pencil and paper make excellent concentration tools.

Michael Leboeuf

The ability to concentrate and to use time well is everything.

Lido Anthony "Lee" Iacocca

Take the time to concentrate. Put your mind through an enjoyable, strenuous workout and feel the power as your mental muscles grow ever stronger.

Ralph Marston

The five essential entrepreneurial skills for success are concentration, discrimination, organization, innovation and communication.

Michael Faraday

Focus on your potential instead of your limitations.

Alan Loy McGinnis

Preconceived notions are the locks on the door to wisdom.

Merry Browne

Those who think they have not time for bodily exercise will sooner or later have to find time for illness.

Edward Stanley



Control your inner dialogue. Talk to yourself positively all the time.

Brian Tracy

The book you don't read won't help.

Jim Rohn

Make a strong commitment to reach your full potential as a human being.

Nido Qubein

You can make more friends in two months by becoming interested in other people than you can in two years by trying to get other people interested in you.

Dale Carnegie

Make a total commitment to your company, your job, and your career. Uncommitted people have no future.

Brian Tracy

What you commit yourself to determines what you are, more than anything that ever happened to you yesterday, or the day before.

Dr. Anthony Campolo

Fear less, hope more, eat less, chew more, whine less, breathe more, talk less, say more, hate less, love more, and good things will be yours.

Swedish Proverb

One characteristic of winners is they always look upon themselves as a do-it-yourself project.

Denis Waitley

We must always change, renew, rejuvenate ourselves, otherwise we harden.

Johann Wolfgang von Goethe

If you take responsibility for yourself you will develop a hunger to accomplish your dreams.

Les Brown

The illiterate of the 21st century will not be those who cannot read and write, but those who cannot learn, unlearn, and relearn.

Alvin Toffler

The depth of your belief and the strength of your conviction determines the power of your personality.

Brian Tracy



Believe and act as if it were impossible to fail.

Charles F. Kettering

To succeed in life,
you need three things:
a wishbone,
a backbone and
a funny bone.

Reba McIntyre

Be who you are and say what you feel, because those who mind don't matter, and those who matter don't mind.

Dr. Seuss [Theodor Seuss Geisel]

Reading is essential for those who seek to rise above the ordinary. We must not permit anything to stand between us and the book that could change our lives.

Jim Rohn

Most people have no idea of the giant capacity we can immediately command when we focus all of our resources on mastering a single area of our lives.

Anthony Robbins

Confidence comes not from always being right but from not fearing to be wrong.

Peter T. McIntyre

There is no paycheck that can equal the feeling of contentment that comes from being the person you are meant to be.

Oprah Winfrey

A creative man is motivated by the desire to achieve, not by the desire to beat others.

Ayn Rand

The distance between who I am and who I want to be is separated only by my actions and words.

Anonymous

Low self-esteem is like driving through life with your hand brake on.

Maxwell Maltz

Learning is weightless, a treasure you can always carry easily.

Chinese Proverb



The ability to seek out information and take ownership of your own learning is far more important than any particular skill.

Salman Khan

You are your life's most important variable.

Steven B. Howard

Your greatness does not need to be proven. Only exhibited.

Steven B. Howard

You are the only one holding you back.

Steven B. Howard

I've always felt it was not up to anyone else to make me give my best.

Akeem Olajuwon

Don't be a prisoner of your past. Be the architect of your future.

Steven B. Howard

When you are content to be simply yourself and don't compare or compete, everybody will respect you.

Lao-Tzu

Practice does not make perfect; perfect practice makes perfect.

Vincent Thomas [Vince] Lombardi

Develop your willpower so that you can make yourself do what you should do, when you should do it, whether you feel like it or not.

Brian Tracy

Do it or not. There is no try.

Yoda

When I let go of what I am, I become what I might be.

Lao-Tzu

The bad news is time flies. The good news is you're the pilot.

Michael Altshuler

First you form your habits, and then your habits form you. Make the investment in your own positive habits, and you could well enjoy the dividends throughout your entire life.

Ralph Marston



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Feel the power that comes from focusing on what excites you.

Oprah Winfrey