

Quotes on Being A Great Leader

A collection of quotations on
what it takes to be a Great Leader
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 collection of quotes on what it takes to be a Great Leader.

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 being a great leader, 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 eight 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

Sections

What Makes a Leader?

What Makes a Great Leader?

Understanding the Power of Leadership

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Leading With Influence

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Becoming a Powerful Leader

Developing Yourself as a Great Leader



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 Newcomber

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



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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



Understanding 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



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 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 Great 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



Caliente Leadership

Turning Good Leaders into Great Leaders

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

Oprah Winfrey