

BEYOND Wantrepreneur

BONUS MATERIAL

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Leaders Speak

The nature of being an entrepreneur means that you fully embrace ambiguity and are comfortable with being challenged regularly.

Here are some words from leaders in the journey *Beyond Wantrepreneur*:

The most valuable thing you can make is a mistake – you can't learn anything from being perfect. – Adam Osborne

The secret of getting ahead is getting started. – Agatha Christie

I've always worked very, very hard, and the harder I worked, the luckier I got. – Alan Bond

If you always do what you've always done, you'll always get what you've always got! – Alan Scott

Logic will get you from A to B. Imagination will take you everywhere. – Albert Einstein

Try not to be a man of success, but rather try to become a man of value. – Albert Einstein

First of all I would make about 80% of the people law-abiding citizens again. The policy which is carried out now makes every entrepreneur and businessman a thief against his own will. – Aleksandr Lebed

Make it happen now, not tomorrow. Tomorrow is a loser's excuse. – Andrew Fashion

Vision without action is daydreaming and action without vision is a nightmare. – Anon

Entrepreneurship is living a few years of your life like most people won't, so that you can spend the rest of your life like most people can't. – Anonymous

After a certain point, money is meaningless. It ceases to be the goal. The game is what counts. – Aristotle

The road to success is always under construction. – Arnold Palmer

Leader Speaks

Yesterday's home runs don't win today's games.

– Babe Ruth

Everything started as nothing. – Ben Weissenstein

The secret of success in life is for a man to be ready for his opportunity when it comes. – Benjamin Disraeli

– Benjamin Disraeli

Without continual growth and progress, such words as improvement, achievement, and success have no meaning. – Benjamin Franklin

I don't know the key to success, but the key to failure is trying to please everybody. – Bill Cosby

– Bill Cosby

In order to succeed, your desire for success should be greater than your fear of failure. – Bill Cosby

– Bill Cosby

Be nice to geek's, you'll probably end up working for one. – Bill Gates

– Bill Gates

Your most unhappy customers are your greatest source of learning. – Bill Gates

– Bill Gates

Success is not in what you have, but who you are. – Bo Bennet

– Bo Bennet

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For every good reason there is to lie, there is a better reason to tell the truth. – Bo Bennett

If you are going to ask yourself life-changing questions, be sure to do something with the answers. – Bo Bennett

Associate yourself with people of good quality, for it is better to be alone than in bad company. – Booker T. Washington

If what you are doing is not moving you towards your goals, then it's moving you away from your goals. – Brian Tracy

Successful people are always looking for opportunities to help others. Unsuccessful people are asking, What's in it for me? – Brian Tracy

The longer you're not taking action the more money you're losing. – Carrie Wilkerson

If you're not making mistakes, then you're not making decisions. – Catherine Cook

I am more afraid of an army of one hundred sheep led by a lion than an army of one hundred lions led by a sheep. – Charles Maurice

Leader Speaks

Leaders don't force people to follow, they invite them on a journey. – Charles S. Lauer

A bad workman blames his tools. – Chinese Proverb

A journey of a thousand miles begins with a single step. – Chinese Proverb

Failing to plan is planning to fail. – Chinese Proverb

The best time to plant a tree is twenty years ago. The second best time is now. – Chinese Proverb

When you go to buy, don't show your silver. – Chinese Proverb

There is only one success – to be able to spend your life in your own way. – Christopher Morley

Gratitude is not only the greatest of virtues, but the parent of all others. – Cicero

If hard work is the key to success, most people would rather pick the lock. – Claude McDonald

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The road to success and the road to failure are almost exactly the same. – Colin R. Davis

The superior man is modest in his speech, but exceeds in his actions. – Confucius

To win without risk is to triumph without glory.
– Corneille

Act enthusiastic and you will be enthusiastic. – Dale Carnegie

Success is getting what you want. Happiness is wanting what you get. – Dale Carnegie

Ideas are worthless. – Dane Carlson

In the modern world of business, it is useless to be a creative, original thinker unless you can also sell what you create. – David Ogilvy

A savvy entrepreneur will not always look for investment money, first. – Daymond John

If you think education is expensive, try ignorance. – Derek Bok

As long as you're going to be thinking anyway, think big. – Donald Trump

Leader Speaks

I wasn't satisfied just to earn a good living. I was looking to make a statement. – Donald Trump

Whatever the mind can conceive and believe, the mind can achieve. – Dr. Napoleon Hill

In preparing for battle I have always found that plans are useless, but planning is indispensable. – Dwight D. Eisenhower

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

Our business in life is not to get ahead of others, but to get ahead of ourselves. – E. Joseph Cossman

The difference between a boss and a leader: a boss says, 'Go!' – a leader says, 'Let's go!'. – E. M. Kelly

Success is simply a matter of luck. Ask any failure. – Earl Wilson

Go Big, or Go Home. – Eliza Dushku

Start today, not tomorrow. If anything, you should have started yesterday. – Emil Motycka

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The biggest failure you can have in life is not trying at all. – Emil Motycka

Live out of your imagination instead of out of your memory. – Fortune Cookie

If you live for weekends or vacations, your shit is broken. – Gary Vaynerchuk

Success is how high you bounce after you hit bottom. – General George Patton

I honestly think it is better to be a failure at something you love than to be a success at something you hate. – George Burns

Leadership is doing what is right when no one is watching. – George Van Valkenburg

It's easier to ask forgiveness than it is to get permission. – Grace Hopper

A business that makes nothing but money is a poor business. – Henry Ford

Coming together is a beginning; keeping together is progress; working together is success. – Henry Ford

Leader Speaks

I do not believe a man can ever leave his business. He ought to think of it by day and dream of it by night. – Henry Ford

Whether you think you can or you can't, you're right. – Henry Ford

Face reality as it is, not as it was or as you wish it to be. – Jack Welch

I've learned that mistakes can often be as good a teacher as success. – Jack Welch

If you don't have a competitive advantage, don't compete. – Jack Welch

As a rule, we find what we look for; we achieve what we get ready for. – James Cash Penney

It is always the start that requires the greatest effort. – James Cash Penney

Fall seven times, stand up eight. – Japanese Proverb

If you do build a great experience, customers tell each other about that. Word of mouth is very powerful. – Jeff Bezos

Failure is not about insecurity. It's about lack of execution. – Jeffrey Gitomer

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Better understated than overstated. Let people be surprised that it was more than you promised and easier than you said. – Jim Rohn

Discipline is the bridge between goals and accomplishment. – Jim Rohn

Don't just read the easy stuff. You may be entertained by it, but you will never grow from it. – Jim Rohn

Effective communication is 20% what you know and 80% how you feel about what you know. – Jim Rohn

Formal education will make you a living. Self education will make you a fortune. – Jim Rohn

Giving is better than receiving because giving starts the receiving process. – Jim Rohn

Ideas can be life-changing. Sometimes all you need to open the door is just one more good idea. – Jim Rohn

If you are not willing to risk the unusual, you will have to settle for the ordinary. – Jim Rohn

The few who do are the envy of the many who only watch. – Jim Rohn

Leader Speaks

The greatest reward in becoming a millionaire is not the amount of money that you earn. It is the kind of person that you have to become to become a millionaire in the first place. – Jim Rohn

You must either modify your dreams or magnify your skills. – Jim Rohn

Every single person I know who is successful at what they do is successful because they love doing it. – Joe Penna

If you think that you are going to love something, give it a try. You're going to kick yourself in the butt for the rest of your life if you don't. – Joe Penna

In the realm of ideas everything depends on enthusiasm. In the real world all rests on perseverance. – Johann Wolfgang von Goethe

What is not started will never get finished. – Johann Wolfgang von Goethe

A leader is one who knows the way, goes the way, and shows the way. – John C. Maxwell

A man must be big enough to admit his mistakes, smart enough to profit from them, and strong enough to correct them. – John C.

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Maxwell

Once you say you're going to settle for second, that's what happens to you in life. – John F. Kennedy

You won't get anything unless you have the vision to imagine it. – John Lennon

Entrepreneurial profit is the expression of the value of what the entrepreneur contributes to production. – Joseph A. Schumpeter

Nothing turns off an investor more than when an entrepreneur comes in with a ridiculous valuation. – Kevin Harrington

You take on the responsibility for making your dream a reality. – Les Brown

When you cease to dream you cease to live. – Malcolm Forbes

I've been an entrepreneur three times. I started three companies. – Marc Andreessen

A man's worth is no greater than the worth of his ambitions. – Marcus Aurelius Antoninus

If everything seems under control, you're just not going fast enough. – Mario Andretti

Leader Speaks

Make your product easier to buy than your competition, or you will find your customers buying from them, not you. – Mark Cuban

Action speaks louder than words but not nearly as often. – Mark Twain

Keep away from people who try to belittle your ambitions. Small people always do that, but the really great make you feel that you, too, can become great. – Mark Twain

Success is liking yourself, liking what you do, and liking how you do it. – Maya Angelou

I treat business a bit like a computer game. I count money as points. I'm doing really well: making lots of money and lots of points. – Michael Dunlop

If you start with nothing and end up with nothing, there's nothing lost. – Michael Dunlop

You've got to stop doing all the things that people have tried, tested, and found out don't work. – Michael Dunlop

The entrepreneur builds an enterprise; the technician builds a job. – Michael Gerber

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*I can accept failure, everyone fails at something.
But I can't accept not trying. – Michael Jordan*

*One day your life will flash before your eyes.
Make sure it is worth watching. – Mooie*

*A goal is a dream with a deadline.
– Napoleon Hill*

*All achievements, all earned riches, have their
beginning in an idea. – Napoleon Hill*

*Anything the mind can conceive and believe, it
can achieve. – Napoleon Hill*

*Big pay and little responsibility are
circumstances seldom found together.
– Napoleon Hill*

*Effort only fully releases its reward after a
person refuses to quit. – Napoleon Hill*

*Great achievement is usually born of great
sacrifice, and is never the result of selfishness.
– Napoleon Hill*

*If you cannot do great things, do small things
in a great way. – Napoleon Hill*

Leader Speaks

If you're not learning while you're earning, you're cheating yourself out of the better portion of your compensation. – Napoleon Hill

Most great people have attained their greatest success just one step beyond their greatest failure. – Napoleon Hill

Tell the world what you intend to do, but first show it. – Napoleon Hill

Entrepreneurship is the last refuge of the trouble making individual. – Natalie Clifford Barney

The true entrepreneur is a doer, not a dreamer.
– Nolan Bushnell

Entrepreneurship is neither a science nor an art. It is a practice. – Peter Drucker

The best way to predict the future is to create it.
– Peter Drucker

The entrepreneur always searches for change, responds to it, and exploits it as an opportunity.
– Peter Drucker

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

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Hire character. Train skill. – Peter Schultz

The function of leadership is to produce more leaders, not more followers. – Ralph Nader

An ounce of action is worth a ton of theory. –
Ralph Waldo Emerson

I consider myself an inventor, entrepreneur, and author. – Ray Kurzweil

But as an entrepreneur you have to feel like you can jump out of an aeroplane because you're confident that you'll catch a bird flying by. It's an act of stupidity, and most entrepreneurs go splat because the bird doesn't come by, but a few times it does. – Reed Hastings

Business opportunities are like buses, there's always another one coming. – Richard Branson

I wanted to be an editor or a journalist, I wasn't really interested in being an entrepreneur, but I soon found I had to become an entrepreneur in order to keep my magazine going. – Richard Branson

I don't pay good wages because I have a lot of money; I have a lot of money because I pay good wages. – Robert Bosch

Leader Speaks

You can do anything you wish to do, have anything you wish to have, be anything you wish to be. – Robert Collier

Every day I get up and look through the Forbes list of the richest people in America. If I'm not there, I go to work. – Robert Orben

Failure defeats losers, failure inspires winners. – Robert T. Kiyosaki

An entrepreneur tends to bite off a little more than he can chew hoping he'll quickly learn how to chew it. – Roy Ash

Have the end in mind and every day make sure your working towards it. – Ryan Allis

Not a single person whose name is worth remembering lived a life of ease. – Ryan P. Allis

You can't ask customers what they want and then try to give that to them. By the time you get it built, they'll want something new. – Steve Jobs

You should always stay hungry. Stay hungry, so you can eat. – Syed Balkhi

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Lend your friend \$20. If he doesn't pay you back then he's not your friend. Money well spent. – Ted Nicolas

My son is now an 'entrepreneur.' That's what you're called when you don't have a job. – Ted Turner

I've always been an entrepreneur, but it's never been about the money. I like a challenge, the harder the better. – Terry McAuliffe

Whenever you are asked if you can do a job, tell 'em, 'Certainly, I can!' Then get busy and find out how to do it. – Theodore Roosevelt

Doubt, of whatever kind, can be ended by action alone. – Thomas Carlyle

I have not failed. I've just found 10,000 ways that won't work. – Thomas Edison

I never perfected an invention that I did not think about in terms of the service it might give others... I find out what the world needs, then I proceed to invent. – Thomas Edison

Leader Speaks

Opportunity is missed by most people because it is dressed in overalls and looks like work. – Thomas Edison

Don't make friends who are comfortable to be with. Make friends who will force you to lever yourself up. – Thomas J. Watson

To be successful, you have to have your heart in your business, and your business in your heart. – Thomas J. Watson

Whenever an individual or a business decides that success has been attained, progress stops. – Thomas J. Watson

Many great ideas go unexecuted, and many great executioners are without ideas. One without the other is worthless. – Tim Blixseth

If you ain't making waves, you ain't kickin' hard enough. – Unknown

Its better to own the racecourse than the race horse. – Unknown

You don't buy a nice car and get rich you get rich and buy a nice car. – Unknown

Beyond Wantrepreneur

An entrepreneur assumes the risk and is dedicated and committed to the success of whatever he or she undertakes. – Victor Kiam

The only place where success comes before work is in the dictionary. – Vidal Sassoon

If you are really thankful, what do you do? You share. – W. Clement Stone

Regardless of who you are or what you have been, you can be what you want to be. – W. Clement Stone

Tell everyone what you want to do and someone will want to help you do it. – W. Clement Stone

Try, try, try, and keep on trying is the rule that must be followed to become an expert in anything. – W. Clement Stone

I'd say it's been my biggest problem all my life.. it's money. It takes a lot of money to make these dreams come true. – Walt Disney

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

Leader Speaks

Being realistic is the most commonly traveled road to mediocrity. – Will Smith

Money and success don't change people; they merely amplify what is already there. – Will Smith

Do not wait to strike until the iron is hot; but make it hot by striking. – William B. Sprague

The best use of life is to spend it for something that outlasts it. – William James

Success is walking from failure to failure with no loss of enthusiasm. – Winston Churchill

Every choice you make has an end result. – Zig Ziglar

If you want to reach a goal, you must 'see the reaching' in your own mind before you actually arrive at your goal. – Zig Ziglar

Money won't make you happy... but everybody wants to find out for themselves. – Zig Ziglar

One can get anything if he is willing to help enough others get what they want. – Zig Ziglar

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Positive thinking will let you do everything better than negative thinking will. – Zig Ziglar

Success is the maximum utilization of the ability that you have – Zig Ziglar

You were born to win, but to be a winner, you must plan to win, prepare to win, and expect to win. – Zig Ziglar