Motivational Sales Quotes

**Brian Halverson**
"Be Proactive - Proactive people carry their own weather with them - whether it rains or shines makes no difference to them. Their honor is greater than their moods."

**John Toy** Director at Capgemini LLC US
I am stealing this from one of my very good coaches, but is it "win fast or lose fast". It helps me to prioritize and focus.

**Muneesh Budden** Food & Beverage Manager at The Chancery Pavilion, Bangalore
Your good is not good enough

Trouble is only opportunity in work clothes. ~~ Henry Kaiser

If you're going through hell, keep going. ~~ Winston Churchill

We are what we repeatedly do. Excellence, then, is not an act, but a habit. ~~ Aristotle

**Mark Pickles** Owner, Sandler Training (North West)
1. Whether you think you can do something, or you think you can't...you're absolutely right.
2. You don't have to be perfect, but you should always strive for excellence. (Perfection can be an unrealistic objective, and so you are invariably setting yourself up for failure, or even worse you never even make the attempt because you know/believe you will never be perfect.)

**Julie Palmer** Help Co's drive sales/traffic through Branding, Social, Mobile, & integration of CRM with Online Marketing platform.
“Every morning in Africa, a Gazelle wakes up. It knows it must run faster than the fastest lion or it will be killed. Every morning a Lion wakes up. It knows it must outrun the slowest Gazelle or it will starve to death. It doesn't matter whether you are a Lion or a Gazelle... when the sun comes up, you'd better be running.”

**Sally Kennedy** Holistic Health Coach at Holistic Health Coach
When you change the way you look at things, the things you look at change.

**David Banks** Managing Director, David Banks Consultancy - Sales Management
"Attitude determines Altitude"

**Rebecca Collins** National Account Manager at Onvia
Not very original, but it always works for me and get's my mind-set adjusted: "Good is the enemy of Great" (Don't settle for Good)

**Lakshmi Ram Kumar Subbaraj** Divisional Operations Manager - North at Ford India Pvt limited
Let’s celebrate success.

Things may come to those who wait, but only what's left behind by those that hustle. -- Abraham Lincoln
William P. Ballot  Managing Director of Sales /Director of Client Services
From Sun Tzu- The Art of War- Every battle is won before it is fought- I translate that into selling

"Life is what happens while you are making other plans"  ~ John Lennon

A great leader's courage to fulfill his vision comes from passion, not position - John Maxwell

Learn to listen. Opportunity sometimes knocks very softly. - Jackson Brown

Paul MacDonald  Senior Account Manager at Virtualwind Inc.
Never say never!

Mike Flinn  VP Business Development at Wilmington Trust Company
Champions are people with ordinary ability and extraordinary determination.

Alan Bryant  Sales, Partner Management and Business Development
Cannot resist: He who speaks next is dead. Listen!

Kim Asselman  CRM Account Manager (Microsoft Dynamics CRM)
Whenever there's a storm out, there are people that hide and seek shelter, and others build windmills...

"Those who say it can't be done are usually interrupted by others doing it." - James Baldwin

Emily Brocoy  Business Development Manager at Havenlink Solutions, Inc
“Even if you're on the right track, you'll get run over if you just sit there.”

Kam Yousaf  Education Sales Manager at Codework Limited
Big Shots are just little shots that keep Shooting !!

Dan Schmidt  President/Founder of D&S Technologies and Telemanuals.com where we handle the telecom needs for small/medium business
The man on top of the mountain did not fall there.

Craig Henry  Field Sales at Kollmorgen
"See more people." -- comment given (when asked for advice) by a top salesman retiring from his record-setting sales career giving advice to the rest of the sales force.

"Self-knowledge is best learned, not by contemplation, but action.—Strive to do your duty, and you will soon discover of what stuff you are made.”  ~ Johann Wolfgang von Goethe

Himanshu Deshmukh  Business Development Manager at Mahindra Satyam
if one can do it, another can do it.

Shawn Casey  Telesales Supervisor at Quark Distribution Inc
No matter what else is going on in your day, put a smile on your face before you make that call.

Fortune and love favor the brave. - Ovid

David Banks  Managing Director, David Banks Consultancy - Sales Management
"Make Friends Make Money"
"Insist on yourself. Never imitate." (Ralph Waldo Emerson)

Gary Summy Strategic Sales and Account Management Professional Consultant / Selling Beyond Solutions
The customer holds the scorecard. At the end of the day it doesn't matter how good you think you did, it only matters how good the customer believes you did (from my first sales manager).

Do or do not, there is no try. ~ Yoda, Jedi Master

David Feller Automotive Consultant at Collins Auto Group
The Second Mouse Gets the Cheese

Paul Hughes Mobile Technology Marketing Expert, Director of BusinessGen.com
A winner never quits and a quitter never wins

Different isn't always better, but better is always different!--Tony Little

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

Think about whether you want to "hire" the prospect, not be desperate to close a deal. Act like a peer not a sycophant ~ Alan Weiss Author: “Million Dollar Consulting”

"Successful sales people love what they do", & “No” today only means “No” today. It does not mean “No” tomorrow ~ Warren Greshes Author: The Best Damn Sales Book Ever

Don't aim for success if you want it; just do what you love and believe in, and it will come naturally. David Frost

Nothing in the world can take the place of persistence. Talent will not; nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education alone will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent. --- Calvin Coolidge

Larry Thibault Eastern Canada Sales Manager for Wedge Networks
Twenty nickels make a dollar-- you don't always have have to hit a home run..

Naqui Ahmad Creative & experienced sales professional
A sleeping lion catches no deer..

Shafa Ullah Butt Corporate Account Manager at PMCL (Mobilink)
What I do is my Kingdom

Praveen Kurup Business Manager at IBM
To strive, to seek, to find and not to yield!
Adele Sara Richards Campaign Manager at Vertex Data Science
*Your only as good as your last sale* sorry folks but that one always is my wake up call

Marvin Phillips: The difference between try and triumph is just a little umph!

"The will to win is important but the will to prepare is vital"- Joe Paterno

Troubles are usually the brooms and shovels that smooth the road to a good man’s fortune; and many a man curses the rain that falls upon his head, and knows not that it brings abundance to drive away hunger. -- Saint Basil

Michael Kole Professional Sales & Marketing Executive
A poor sales person goes to bed wondering what he's going to do in the morning, a good sales person wonders how he'll get it all done

John Torres Account Executive at IBM Cognos
Sage advice from my older brother on professional sales efforts: "No good work is ever wasted". I cannot count the number of times that a sales artifact that I created for one opportunity which didn't reach fruition helped drive a subsequent one that did, to the mutual benefit of my new customer, my employer and myself.

Alberto Cortez at Franja Industrias, S.A. de C.V.
When the going gets tough, the tough get going ;
Nothing it's impossible when an enthusiast is committed to have success ;
There is no better product than the service accompanying it ;
I love what I do, and learn more everyday.

Every morning in Africa a gazelle wakes up.  
It knows it must run faster than the fastest lion or it will be killed.  
Every morning in Africa a lion wakes up.  
It knows that it must outrun the slowest gazelle or it will starve to death.  
It doesn’t matter whether you are a lion or a gazelle.  
When the sun comes up, you'd better be running.  
Abe Gubegna - Ethiopia, circa 1974

"A man who stands for nothing will fall for anything..." -- Unknown

I shall persist until I succeed! - OG Mandino - scroll 3

Mark Williams  
✔ Independent LINKEDIN Expert & Trainer  ● Inspiring professionals to get the most out of LINKEDIN  
► known as MR LI
Those that have no idea where they are going......will inevitably get there!

The Mediocre Man is always at his best" . . . Zig Ziegler

"Vision without execution is really just a hallucination" Steve Case, AOL Founder

Annette Aaron Owner and Creative Director of Full Service Catering specializing in Style, Presentation, Food and Service
When one door closes, another door opens.

If you want to be a bear - be a grizzly!  Gumball Race

Just do it. ~ Nike

"The man who takes a decision makes it successful, not the decision itself." David Sandler

Glenn Stafford Practice Head at Wipro Technologies
Far too serious!
How about "Failure is not an option. It comes bundled with the software."

Alison Morris Sales Director at WRH Marketing UK Ltd
If you always do what you've always done, you'll always get what you always got.

Philip Kuruvilla Account Manager at Attune Consulting
Rejection is not personal

Geoff Green Sales Community Manager at Fujitsu
Hope is not a strategy. Availability is not a skill. ASAP is not a timescale.

David Senior Account Director at CRN Reseller of the Year - Kelway UK Ltd - an IT Solutions Provider
"Don't listen to other salespeople - think and do differently"

Jason Mounteney Business Development Director at Centrex Computing Services Ltd
The harder I work, the luckier I get.

You have two ears and one mouth, use them in proportion.

Sanjay Patil CEO at Schoeller Arca Time Materials Handling Solutions
If You do not PLAN to succeed, Then you are PLANNING to fail!!!

Lyne Boyle Owner, DefiConcept
motivational: you will always miss 100% of the shots you don't take. sales: if you don't call your customer, someone else will

Greg Mausz National Director of Training and Development at JP Turner & Company, LLC
Failure is not an option

Antoine Jambart Directeur, Développement des Affaires chez Dolmen Capital Humain - Business Development Manager at Dolmen Capital Huma
'Le seul endroit ou l'on trouve Résultat avant Travail c'est dans le dictionnaire'
In English: 'The only place where you can find Result before Work, is the dictionary'...

Antoine Jambart Directeur, Développement des Affaires chez Dolmen Capital Humain - Business Development Manager at Dolmen Capital Huma
‘Position yourself; otherwise your competition will position you’
Bob Patterson
Don't wait for the phone to ring.

"Every unsuccessful prospecting call earns compound interest". David Sandler

If you win, you need not have to explain... if you lose, you should not be there to explain
- Adolf Hitler

Venkatesh Chinnathambi Territory Manager - Sales at IDS Softwares,India
"Where there is a will there is a (sale)way"

Ashish Kaushik
winning is not everything....... it's the only thing!

Poornachandra Sridhar CEO M/s COMPASS, providing right direction to companies on 3P's - PROCESS, PRODUCTS AND PEOPLE, a.k.a 3P'S SPECIALIST
To add to Mr Allison line.... If you want to get what you have not got, you will have to do what you have not done !... what is inspected is respected...

Success is never final, Failure is never fatal, Courage is what counts! --WINSTON CHURCHILL

Adnan Jafri Regional Sales Manager, MEA - Wipro Gulf
Winning & losing is part of game...continue playing!!

Siva Prasad Team Lead-US Recruitment at IonIdea Enterprise Solutions Pvt.Ltd
“If sales incentives are not part of your paycheck, you are taking pension!!! “

"You must forget about being cautious, because if you don't, you're licked before you start". Vince Lombardi

"Whatever you are, be a good one." Abe Lincoln

Iqbal Siddiqui Business Associate Ramp Technology Group
Real integrity is doing the right thing, knowing that nobody's going to know whether you did it or not.

"Do, or do not. There is no try." Yoda.

Elizabeth Gage President & CEO at PCM Interactive Inc
"The ultimate challenge 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. Then the greatest quote follows from Winston Churchill (my favorite leader) " If you are going through hell, keep going"

You miss 100% of the shots you don't take. Wayne Gretsky

Dude, If you will it, it is no dream - Walter Sobchak

Chris Norfolk Sales Director - APS Small Business Enterprise at IRIS Software Group
"Win or lose - you decide"; Or my absolute favourite - "Coffee is for closers" Glengarry Glenross
Kannan Raamanathan Division Marketing Manager at ABB Robotics. Sales, Marketing and Communications Specialist
1 Machine can do the work of 50 ordinary men, but no machine can do the work of 1 extraordinary man..

"Be your own Light" - Buddha

Obstacles are those frightful things you see when you take your eyes off your goal.  ~ by Henry Ford

"We can't control the wind, but we can adjust our sails"  ~ Unknown

Kurt Van Hoecke Partner Account Manager Benelux at Acronis
Fail if you try, but fail not to try....is one of my favourites....

Muhammad Shouaib Marketing Business Relations Supervisor at Dar Al Arkan (DAAR)
If you cannot fly, Run
If you cannot run, Walk
If you cannot walk, Crawl
But keep moving towards your Goal..

Jennifer Georgino Account Manager; Retains and Grows business; Passionate re cutting edge medical technology & social media apps
If you are not the lead dog, the view does not get any better

Ralin Varghese Business Development Manager - Sales at Meditab Inc.
The will to win is important, but the will to prepare is vital.

Dirk Van Acker Operations Manager at IP Globalnet
See all Dirk’s activity »
Follow Dirk
Failure is not the only punishment for laziness; there is also the success of others.  Many of life's failures are people who did not realize how close they were to success when they gave up.

Bogdan Ilie CEO OF ROYAL LIFE CONSULTING
Follow "your heart" to set your goal and use your head to achieve it!

"He that will not reason is a bigot; he that cannot reason is a fool; and he that dares not reason is a slave."  ~ William Drummond

Bogdan Ilie CEO OF ROYAL LIFE CONSULTING
"If ain't fun - don't do it!"

Kites fly highest against the wind - Winston Churchill

Rick Belisle
"Lead, follow or get the hell outa the way!"

David Camps Pons Profesional del sector Hotelero
A nice one, also “some people change when they see the sun, others when they feel the heat"
"These things I have spoken to you that in Me you may have peace. In this world you will have tribulation, but be of good cheer, I have overcome the world" ~ John 16:33

"Luck is a matter of preparation meeting opportunity." - -- Oprah Winfrey

**Ashok Saini** Vice President- Special Projects at Kansai Nerolac Paints Ltd (Retd.)
"Plan well & execute in time, results will surprise you"

**Ashok Saini** Vice President- Special Projects at Kansai Nerolac Paints Ltd (Retd.)
"Sell by will not by chance"

**Ashok Saini** Vice President- Special Projects at Kansai Nerolac Paints Ltd (Retd.)
"Selling is to sell what you have to not just what customer wants"

If you think you can do a thing or think you can't do a thing, you're right. ~ Henry Ford,

"Decide what you want, decide what you are willing to exchange for it. Establish your priorities and go to work."~ H. L. Hunt

**Melanie GEEN** HEADHUNTER - ID Director
My favourite all time quote, another one from **Glengarry Glen Ross** "Cause we're adding a little something to this month's sales contest. As you all know first prize is a Cadillac El Dorado. Anyone wanna see second prize? Second prize is a set of steak knives. Third prize is you're fired. Get the picture?"
Love it.

**Taher Khan Hussain** Master Trainer Pit Stop International
The Biggest room in the world is.........The ROOM for IMPROVMENT..... and…. Courtesy costs you nothing but buys you everything....Imam Ali (RA)

"Desire what you deserve"...Unknown..

You're either on your way or in the way! - Keith Hurrell (Attitude IS everything)

**Mark Pickles**
No matter how much it hurts, you can always take one more step...

**Soraya Whitehurst** Regional Sales Manager - Central at NETtime Solutions
Manage the activities, not the results

**Cathy Jo Morris (Perkins, Fleming)** Learning & Development Specialist at State Farm Insurance
"Inspect what you expect" (Reminds me to check on my staff.)

From "The Common Denominator of Success" by Albert Gray - "The common denominator of success --- the secret of success of every man who has ever been successful --- lies in the fact that he formed the habit of doing things that failures don't like to do."

**Michele Gibbons** National Account Director at All-in-1
Persistence Pays!
"A time of turbulence is also one of great opportunity for those who can understand, accept and exploit the new realities." ~Peter Drucker

**Ashok Saini** Vice President- Special Projects at Kansai Nerolac Paints Ltd (Retd.)
Motivated team excels in sales, always!

**Moray Hickes** Account Manager at Global Software, Inc.
A pessimist is one who makes difficulties out of his opportunities and an optimist is one who makes opportunities of his difficulties.

Sunshine is delicious, rain is refreshing, wind braces us up, snow is exhilarating; there is really no such thing as bad weather just different types of good weather!

Seek first to understand then to be understood.

**Shankar Lucknow** Managing Director at INTEGRATED SERVICES
We can promote professionalism, creativity, positive and optimistic attitude, continuous improvement, flexibility, and teamwork as fundamental basis of our activities. its depends on opportunities & positive thinking. here under my slogan " A NEGATIVE THINKER SEES A DIFFICULTY IN EVERY OPPORTUNITY BUT A POSITIVE THINKER SEE AN OPPORUNITY IN EVERY DIFFCULTY BECAUSE IMPOSSIBLE IT SELF SAY I M POSSIBLE.

**Charlie Melia** Lowest Cost, Full Service Sales Pipeline Automation Tool On The Market Today
"We've Upped Our Game, So Up Yours"

I never give up, I never give in, and I don't take "no" for an answer. ~ Doris Roberts.

**Antoin Daamen** Manager Sales skills & management development EMEA at Videojet technologies
Sales is a skill not an art.

**Don Wetmore** President of Productivity Institute http://www.balancetime.com
You can put all the committee members end to end and they still won't reach a conclusion.

A ship is safe in port, but that's not what ships are for - William Shedd

There are no traffic jams in the extra mile - Roger Staubach

**Ewa Gumula** Business Development Specialist at Argos Translations
Kites rise highest against the wind, not with it.

**Sam Pyburn** New Business Development at Quofore Ltd
If you're going to spend time thinking, you might as well think big.

"Destiny is not a matter of chance; it is a matter of choice. It is not a thing to be waited for; it is a thing to be achieved." ~ William Jennings Bryan, 1899

**Mike Gray** Consultative Sales Professional
I have 3…. If it is going to be……It's up to me!  Attitude is Everything!  Perception is Reality!
Siddharth Hosangadi Strategic Accounts Director at SAP India Pvt Ltd
Simple line I have carried from my school's motto: "I Can and I will"; tremendous motivational value...

Jim Montanye Senior Account Executive & Training Manager at GlobalSpec
Worry about being better; Bigger will take care of itself

Mike Salowey C.E.P. Region Sales Manager at Echopass
Quality isn't expensive...It's priceless

Dennis Gears Online Sales Executive at Diversified Business Communications
Coffee's for closers! Glengarry Glen Ross

Tom Leeson, MSc Marketing Manager, UKISA, DS UK Ltd
Be confident and remember; it is often easier to ask for forgiveness than it is to ask for permission. ;-) 

Mike Berny
Many years ago I heard 2 different quotes. They are as follows:
1. Selling is the transfer of trust.
2. You cannot un-fry an egg... move forward

"That birds of worry fly over your head, this you cannot prevent. That they build nests in your hair, that you can do something about." ~ Chinese proverb

"Under-promise and over-deliver. If you follow through on what you promised, you're ahead of 80% of your competitors." ~ Travis Tabor

"It's ALL about the relationship." Travis Tabor

Kurt Lieberman Sales and Business Investment Scout at K. T. Lieberman, Personal Career Management
You will not be served until you serve others!

Gail Sears Owner at SmartSnax
Your customers will get better when you do.

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

Where else would you rather be than right here, right now! ~ Marv Levy

If you don't see yourself as a winner, then you cannot perform as a winner. ~ Zig Ziglar

Brad Warren, Jr. President, Warren Impact - Print Management & Production Coordination Specialist
...Better to be lucky than good....

Bob Tobey President at SalesImprovementZone.com
"The next cold call you make might just turn out to be your quota buster!"
"You may fool all the people some of the time; you may even fool some of the people all of the time; but you can't fool all of the people all of the time" ~Abraham Lincoln

**Jonathan Weaver** President Peak Performers
1) Don't wish it was easier - wish you were better
2) work harder on yourself than you do on your job
3) no appointments = no sales - try it - it works

**Juan Rafael Sandoval** President at No Mas Churn
Every day is another chance to make it right again.

**Juan Rafael Sandoval** President at No Mas Churn
Don't confuse Efforts with Results!

**Juan Rafael Sandoval** President at No Mas Churn
Everyday above ground is a good day.

**Mark Williams** independent Sales rep selling energy efficient lighting
the credit belongs to the man who is actually in the arena, whose face is marred by dust and sweat and blood, who strives valiantly; who errs and comes short again and again, because there is no effort without error and shortcoming

**Amrish Mehta** Asst Manager-Sales Neilsoft LTD
“Sales are contingent upon the attitude of the salesman - not the attitude of the prospect.”

**Deepak Utreja** Head, Special Purpose Vehicles & Institutional Sales-Commercial Vehicles
"Business starts when the customer says 'NO'."

**Michael Hicks** Specialty Company Manager/Certifed Angus Beef Specialist at Sysco
"you are only as good as your next miracle"

**Martha Main** Account Manager - SupplyOne Wisconsin
It can be done!

**Peter Paul Bud** Author of "How To Be A Best Seller, 18 Simple and Proven Steps You Must Know to Succeed" (in sales)
Answering "How are you?" with "I never felt better"....regardless of how I feel. It works magic

**Tony Ockleshaw** Business communication skills
The definition of stupidity is doing the same thing twice and expecting a different result!

**Peter Paul Bud** Author of "How To Be A Best Seller, 18 Simple and Proven Steps You Must Know to Succeed" (in sales)
THINGS MAY COME TO THOSE WHO WAIT, BUT ONLY WHAT'S LEFT BY THOSE WHO HUSTLE.
And my favorite one for a chuckle: "Sales would be fun if it weren't for customers."

"Only when the tide goes out do you see who's has been swimming naked!" ~ - Warren Buffett
Marc Villeneuve Conseiller - Financière Sun Life
Three quotes from different authors that I use in sequence in coaching people:
1. Set them up for success
2. Catch them doing it right
3. Built success on success

"our greatest glory is not is never failing, but in rising up every time we fail" - Ralph Waldo Emerson

Leith Speights Experienced Sales and Marketing Professional
The speed of the leader determines the pace of the pac.

The day you sign up a new account is the day you start losing them .... Don Draper from Mad Men

Bernard Léveillé SecuriZ
We all look through the same window but we don't see the same thing. I see light and colors. What do you see?

Patricia Kayfus Rountree CEO Dundee Internet Services, Inc
Remember, you only have to succeed the last time.

Jon Anderson Sales Accelerator at Sidehill Consulting, LLC
"They Don't Know What They Don't Know. Do You?"

Kristy Powers Director of Sales at FrontPoint Security
If what you did yesterday seems big, you haven't done anything today.

Jon Anderson Sales Accelerator at Sidehill Consulting, LLC
"They Don't Know What They Don't Know. Do You?"

"If it's gonna be it's up to me" and "if you are not getting better your getting worse"
Posted 2 months ago | Reply Privately

Mike Flinn VP Business Development at Wilmington Trust Company
He who knows not and knows not that he knows not is a fool....shun him
He who knows not and knows that he knows not is a student...teach him
He who knows and knows not that he knows is asleep...wake him
He who knows and knows that he knows is a leader...follow him

Gary Brown President/CEO at EDOC, Inc
Tom; (Be confident and remember; it is often easier to ask for forgiveness than it is to ask for permission.) I know a guy that lived by that line. He used it all the time when writing sub-prime mortgages. The banking commission never gave him permission and now he is doing 10 to 15 years of forgiveness!

Len MacIvor H1gh Performance Sales Leader
"You do not have the right to spend the customers money " This was always a good one when the reps would rather drop the price than sell value.

"Obstacles will not defeat me, every obstacle yields to effort." Leonardo Da Vinci

Flavia Villela Medical Professional
I was watching a movie sometime ago and I heard someone saying: "When we have passion, courage, conviction, and strong sense of self, we take the first step into the world."
I think this message fits very well in these difficult times where everyone is making changes!

**Tony Ockleshaw**  Business communication skills
If it's meant to be, it's up to me!

**Kurt Van Hoecke**  Partner Account Manager Benelux at Acronis
Fail if you try, but fail not to try.....Always appreciated that one

**Fenno M. Passet**  Sales Force Effectiveness Director Benelux at Johnson & Johnson
Every time you receive a No you are closer to a Yes. And focus, focus, focus

**Tony Wilhelm**  Home Mortgage Consultant with Wells Fargo Home Mortgage
"God gave us 2 ears and 1 mouth for a reason...we should listen twice as much as we talk."

**Ted Olson**  Manager, Buy-Park-Sell
“Never stop because you are afraid - you are never so likely to be wrong.”

**Sunitta Pawar**  Club Manager Waves Gym
If you think you can win, you can win. Faith is necessary to victory.

**Jeremiah Bonde** ★FinListics Intern and Student★
"Persistence beats resistance"

Twenty years from now you will be more disappointed by the things you did not do than by the ones you did. So throw off the bowliness. Sail away from the safe harbor, catch the winds in your sails. Explore, dream, discover. ~ Mark Twain

You see, in life, lot of people know what to do, but few people actually do what they know. Knowing is not enough! You must take action. ~ Tony Robbins

Dost thou love life? Then waste not time; for time is the stuff that life is made of. ~ Benjamin Franklin

"The Brave may not live forever, but the cautious do not live at all" ~ Sir. Richard Branson

**Steve Horan**  CEO of Corporate Travel Management Company
Every morning in Africa, a Gazelle wakes up.
It knows it must run faster than the fastest Lion or it will be killed.
Every morning a Lion wakes up.
It knows it must outrun the slowest Gazelle or it will starve to death.
It doesn’t matter whether you are a Lion or a Gazelle:
When the sun comes up, you’d better be running!

**Imran Zaki / zaki_imran@hotmail.com**  Telecom Sales & Marketing Consultant at Core Techno
Concern
With Will to Win, You are sure to Win.

**Paul Kingsman**  Professional Speaker to the Financial Services Industry, Executive Coach, Olympic Medalist
"When the gun goes, the garbage stops."
Meaning: You can talk all you want before the race, but once it begins, we'll see who has what it takes.

"Success is not final, failure is not fatal: it is the courage to continue that counts" ~ Churchill

“A professional is someone who can do his best work even when he doesn't feel like it.” ~ Alistair Cooke

**Mark Panko** Vice President of Sales & Marketing at ZERO GROUND LLC
1. There are 3 kinds of people: Those that make things happen, those that watch things happen and those that wonder what the hell happened!!!!!
2. Lead, Follow or Get Out of the Way!!!!!!!!!!!!!!!!!!!

**Paul McMaster** General Manager, Ohio at Communications Supply Corporation
Success is never Final and Failure is never fatal. All that matters is courage!-Winston Churchill

**M. Asif Majeed** Sales Manager - South at Biosensors International
"Not Failure, but low aim is crime".

**Ganesh Doddi** Manager-Enterprise at Tata Communications Ltd
When things Good, check what is that making it Good and keep going.

**Subramaniam Sundaram** Dy. G. M at Shirdi Industries Limited
Two in fact...
"TEAM - Together everyone achieves more" & "If given an oppurtunity, I can do IT, as good as the BEST, if not better.
Alone we can do so little; together we can do so much.” – Helen Keller, American Author

**Palash Bagchi** Senior Sales Manager (Institutional Sales) at Oracle Financial Services Software Ltd
"I am as good as my last quarter"

**Aakash Barot** Marketing Consultant.
Life is like a race between Cat and Rat.
Rat mostly wins because Cat is running for food and Rat for its Life.”
Moral: The purpose is more important than need.

**Jeroen Peters** European Sales & Marketing Manager at Nestlé Waters Direct
Sell like hell!

**Oscar Aantjes** Owner Salescore, Consultancy, Training & Coaching
One of the favourites from my book: If you think your perfect...start searching. And; selling without a goal is like playing football without a ball...you will never score

**Tom Reid** President at Tailor Made Solutions
"The measure of individuals - and so of corporations - is the extent to which we struggle to complete ourselves, the energy we devote to living up to our potential." - Max Depree

**Anne-Marie Cordeau**
At the end of the day people do business with people. Relationship building is the key

**Michael Hanson** Print—Promotional—Apparel—e-commerce • SOLUTIONS
Seek to do your best for your clients, the rest will follow.
Bob Kantin Founder and President, Salesproposals.com
A sales proposal doesn't have to be good, just PERFECT!

"You can have everything in life you want, if you will just help other people get what they want." – Zig Ziglar

Sathish Raj Business Development at TVS-E Servicetec
"Get up one more time than you fall down"

Tony Gaeta Sr Director- Enterprise Accounts at Razor Technology
If it’s to be, it’s up to me!

varun kamra Sale Manager at Hilton Hotels
"WE" is the most powerfull motivational word....

Richard Peet
always bear this in mind, that very little indeed is necessary for living a happy life!

Kenneth Strasberg Director of Sales at Thompson Gas
Luck is where preparation meets opportunity!

Bruce Fowler Executive Producer at New Shepherd Films LLC
"Over the years ( for many) fear becomes our ultimate prison that makes us settle for something that only slightly resembles true life. Keep in mind that what makes you truly successful is not an absence of fear. It is your ability to face your fears and TAKE ACTION anyway."

See it! Believe it! Achieve it!!

Al Acitelli Senior Market's Agent at Estate Preservation Agency
"Plans are only good intentions unless they immediately degenerate into hard work"

Linda Messina Director of Consulting Practice at Confidential
Mine is: " Opportunities usually present themselves as hard work. That's why most people don't recognize them".

Chris Spizuoco Sales Executive/Account Manager/Project Manager/Engineer
Do what you say, say what you do.
Under-promise, over-deliver

Roy Coughlan PMP Agent for Poland at Atlas International
Watch the Pennies (Cents) and the Pounds( Dollars / Euro's ) look after themselves

"A good plan violently executed today is better than a perfect plan executed tomorrow"
~ George S. Patton

Michael Rhodes Telecommunications and Information Technology Architecture Consultant
"We, the willing, led by the unknowing, are doing the impossible for the ungrateful. We have now done so much for so long with so little, we are now capable of doing anything with nothing" ~ U.S. Navy Quote

"Ride your strengths, train your weaknesses" - Lance Armstrong
"Every Problem is an Opportunity in Disguise." President Adams - $100 Bill

"Things that matter most, must never be at the mercy of things that matter least." Goethe

People don't care how much you know until they know how much you care. John C Maxwell

Juan Rafael Sandoval President at No Mas Churn
Wherever there is Chaos there is Opportunity.

David Tyner Director of Sales at KinetiCast
Nobody buys confused.

"It is not the critic who counts; not the man who points out how the strong man stumbles; or where the doer of deeds could have done better. The credit belongs to the man who is actually in the arena, whose face is marred by dust and sweat and blood, who strives valiantly, who errs and comes up short again and again, because there is no effort without error or shortcoming, but who knows the great enthusiasms, the great devotions, who spends himself for a worthy cause; who, at the best, knows, in the end, the triumph of high achievement, and who, at the worst, if he fails, at least he fails while daring greatly, so that his place shall never be with those cold and timid souls who knew neither victory nor defeat."
"Citizenship in a Republic,"
Speech at the Sorbonne, Paris, April 23, 1910 - Theodore Roosevelt

"Everybody knows that something can't be done and then somebody turns up and he doesn't know it can't be done and he does it." (A. Einstein)

Sales isn’t an art, Sales is a process - unknown author

Andy Rich Sales Driver, Coach, Strategist & CRM expert
"Don't drink coffee with the guys that ain't selling"

If you're not enthusiastic about what you're doin', then FAKE IT! - John Gruden

Tony Ockleshaw Business communication skills
DO NOT Show-up and throw-up!...

Kabilan D Director Sales at CETAS Information Technology Pvt Ltd
We can do it !!

What lies behind us and what lies before us are tiny matters compared to what lies within us. - Ralph Waldo Emerson

Suresh babu suresh.babu@asia.com
"Life is not about waiting for the storm to stop, but to learn how to dance under the rain’

Shoot for the moon. Even if you miss, you'll land among the stars  -- Les Brown

Jonathan Krane Business Development, Marketing & Sales Professional
Put yourself into their shoes and listen to yourself - then would you really buy that!!
**Latika Gopal** Brand Manager at Repro India Limited
If you can't get it the right way make sure you prove the client is standing on the wrong way... once he comes to consensus prove he cannot live without your skills. That's Client Management...

**Ankur Dwivedi** Deputy Manager Sales at Emaar MGF Land Ltd.
Shoot for the Moon , at least you will hit the lamp post

**Ankit Manek** Business Development Manager at Globomotive Inc.
In business, everything starts with Sales and ends with Sales.... So let’s do the business...

**Mike Masterson** Leading Teams and Guiding Leaders to Surpass their Edge in Sales Performance, Sales Creativity, and Relationship Systems
You will overachieve your goals when you set unrealistic expectations

**Kirk Alexander** Senior Insurance Consultant at American Income Life
Successful paths always leave clues, we just have to follow them...

**Angela Odom** Business Development Executive at OfficeMax
It's better to die upon your feet than to live upon your knees!

A small leak can sink a great ship - Benjamin Franklin

All mankind is divided into three classes: those that are immovable, those that are movable, and those that move. Benjamin Franklin

**John Lyons** Vice President of North American Sales at Tenable Network Security
Show me a good loser and I will show you a loser.

**Juan Rafael Sandoval** President at No Mas Churn
Second Place is First Loser...

An eye for eye only ends up making the whole world blind. M.K. Gandhi

When you come to a fork in the road, take it. Yogi Berra

**Daniel Nargunam** Product Manager at Redington
Winning doesn't mean being first. Winning means, doing better than you've done before"

**Audrey Summers** VP Sales at Bibby Financial Services
Pain is temporary, Pride is forever
The prize lies in the struggle

Nothing will ever be attempted if all possible objections must first be overcome. Samuel Johnson

**Eileen Dunn** Wells Fargo Home Mortgage Branch Manager
I saw a movie years ago when I heard a quote I never forgot "It is the best swimmers that drown" meaning to me: don't get cocky, never let your success get to your head, you can always be better, you
always have to keep learning and improving. By getting cocky you get sloppy and make mistakes, lose friends, and mostly you are not likeable. Likeability is the most important quality needed to be a continually successful sales person.

**Juan Rafael Sandoval**  President at No Mas Churn  
Pain is weakness leaving your body...

**Tom Becka**  talk radio host at kfab  
You were going to get your big break the day after you quit.

"We are what we repeatedly do. Excellence, therefore, is not an act but a habit.”  Aristotle

"One thing I like about stones in my path is when I cross them they become my milestones."  Anonymous

**Rafael Rodriguez Jr**  at Consultant - Marketing  
Sales is all about Attitude and Approach

**Mike Miller**  Award Winning Sales Veteran | Golf & Recreation Supplier | Independant Sales Agent  
"If it is too be it is up to me", and " I AM RESPONSIBLE".  
We create our reality, don't blame or credit anyone else.

**Scott Farkas**  Valpak of Omaha  
"He Can Who Thinks He Can"

**ABDERRAHMANE GUELLIL**  SAP / ERP Project Expert SD  
I was born to be a CEO.

**Tony Ockleshaw**  Business communication skills  
"Perception is reality!"

**Aseem Mehta**  Managing Partner, Lamtex Insulation and Electrical/Electronic Manufacturing Specialist  
Life's battle don't go to the strongest or the fastest man, but the man who wins, is the man who thinks "He Can"........

**Kevin Warrene**  District Sales Manager at SYSCO Food Services of Cleveland  
Don't just make the difference, be the difference.

**Santosh Tantri**  BDM at College of Computer Accountants  
There are so many mistakes make new mistakes, never repeat them

**Zachary Sikorski**  Customer Service Rep. at TD Bank  
People don't care how much you know, until they know how much you care.

**Julien Duhaubois**  Sales Manager at INES CRM  
Never forget common sense, that's often where you can find your solution

**Paul Tuley**  Partner at Salespunch Ltd  
"The definition of insanity is doing the same thing over and over and expecting different results."
Peter K. Thomsen  Head of Trade Council of Denmark, Yekaterinburg
My own: The will to want and the courage to act

Steve Arndt National Sales Manager at FinishMaster
Dwell in Possibility

"The best way to predict the future is to create it" - Unknown

Jeff Gundlach Experienced Account Management Professional
"Success is not final, failure is not fatal"

Jeff Gundlach Experienced Account Management Professional
"Success if not final - failure is not fatal"

Bijoy Raj Guha,(bijoy.guha@gmail.com) Experienced Technical writer/PMO consultant
Even a spiderman has to take a risk, you are just a salesman

The important thing is not to stop questioning.- Albert Einstein

"When a person applies enthusiasm to his job, the job will itself become alive with exciting new possibilities" Norman Vincent Peale

David Banks Managing Director, David Banks Consultancy - Sales Management
I think this best sums up what I have to tell myself every morning. So I wrote a small paragraph that is applicable to me, hope you like it.

"I will deliver beyond any reasonable doubt, beyond any obstacle, beyond any negativity, and strive to exceed my own capability; I will laugh in the face of my demons, and stifle my competition. I will silence the haters, and walk through the storm of self doubt. I have decided I will succeed".

My main competition is myself.

Steve Ferrante Principal & Trainer of Champions, Sale Away LLC
Don't let what you cannot do interfere with what you can do.

"The greater danger for most of us is not in setting our aim too high and falling short, but setting our aim too low and achieving our mark." Michelangelo

Eduardo Zamora Executive Director, North Latinamerica at SAS Institute Latinamerica
Safe is risky, very good is bad....be Remarkable!

Chris Ciardi Managing Director, Maxinet
This quote came in an email today. I like it! "If you have sunshine every day, you soon will have a desert. You have to have some rain sometimes."

Janak Thakkar Business Development at Adit Microsys Pvt. Ltd
The best meaning of Marketing is -
1) Study the Situation.  2) Find out the Possibility.  3) Work Sincerely.  4) Wait for the Right time.  5) Strike with the full Hope.
Dominique Anderson International Sales, Technical Sales, & Marketing Education Expert in PLM
From the Sales VP I used to work with, professionals in the company used to hear when discussing forecasts, "The excuses department is closed!"

Susie Ruhland Window Fashions by Susie Ruhland
Quality people, quality work, and quality products cost more

Jagadeesh Sajjan Senior Manager Account at OneAPPS Enterprise Technologies Pvt Ltd
'Just Sell It'

Joe Brown Director of Sales at Advansys Technologies
Challenges don't create character, they reveal it.

Hemant Kumar Sharma Sales & Lease Consultant at Craig Hind Chrysler Dodge Jeep Ltd
You are here to get results or give reasons!

Dr. Raj Beekie Financial Services Consultant and Professional
Facts tell, stories sell.

Dan Hudson President, 3forward, helping companies find and create qualified leads, increase win rates and accelerate sales cycles.
It's never too late to be what you might have been.

Neil Whelan Managing Director at Media Everywhere Ltd
I used this line once because it was true: "The guys you buy from buy from us"

Peter Paul Bud Author of "How To Be A Best Seller, 18 Simple and Proven Steps You Must Know to Succeed" (in sales)
Here's two versions of a line I like........
SPREAD ENTHUSIASM
SPREAD ENTHUSIASM - It Sells

Carlos Xavier SALES CONTROLLER - SCANIA Portugal
If you taste one time, you will always want more

leonsd daniel Account Executive at Responza
Stop tell'n and start sell'n

VIJAYKUMAR S MANAGER SALES MUMBAI REGION at WEISS-ROHLIG INDIA PVT LTD
GO OUT, YOU DONT GET CUSTOMERS IN FRONT OF THE MONITOR EVERY TIME YOU ARE IN FRONT OF THE MONITOR YOUR COMPETITORS ARE MEETING THE CUSTOMERS

Steve Clarke, Managing Director at Eureka Sales Solutions Ltd
Success leaves clues

Steve Clarke, Managing Director at Eureka Sales Solutions Ltd
There are three types of sales people...
Those that make things happen; Those that watch things happen; and those that wonder what happened. You get to choose which one to be...
"The rain makes a hole in stone, not though violence, but by oft falling". Lucretius, Roman Philosopher 55BC.

**Nader Salameh** Sr. Sales Account Manager/ Acting Sales Manager at Estarta Solutions
"Do not celebrate closing a sale, celebrate opening a relationship".

**Kyrylo Koval, MBA** Area Business Manager at Viessmann ltd.
Your goals form your results. Weak goals form weak results
Form great goals & you'll be great:)

**Phil Swanson** Owner at Beanstalk - Intelligent Outbound B2B Telemarketing
On every call a sale is made. Either you sell them stock, or they sell you a reason not to buy.
Boiler Room

**Vinay Gupta** PROFESSIONAL EXPERIENCE OF 9 YRS IN BUILDING MATERIAL INDUSTRY
Be a good listener so that at the end you can answer wisely

**Vinay Gupta** PROFESSIONAL EXPERIENCE OF 9 YRS IN BUILDING MATERIAL INDUSTRY
there is no golden rule in sales. every successful move for sales becomes golden rule........

**Simon Sheridan** UK Sales Manager at Geotech UK
Lead by example

**Nick Robinson** Marketing Manager
The greatest achievement was at first and for a time a dream. The oak sleeps in the acorn, the bird waits in the egg, and in the highest vision of the soul a waking angel stirs. Dreams are the seedlings of realities.

**Anne Kolencik** Marketing & Communications Consultant
Shoulda Woulda Coulda doesn't cut it here.

**Craig Deprez** Owner, TriWonder Data (UK)
"Only you can decide what you do with the time you are given..." J.R.R. Tolkein

Lunch is for wimps. ... Gordon Gekko

**Juan Rafael Sandoval** President at No Mas Churn
Rule #1 - If you don't take care of the customer, someone else will...

**Reggie Lee** Business Development at Dialexis
"Creation" and "Reaction" have the same letters but are very different. Creation prevents reaction. Reaction prevents creation.

**Gerard Archambault** Inside Sales Representative at Dell Perot Systems
"Customers are the reason for our work, NOT an interruption of it..."

**Donald Marano** Managing Director at Fulton Financial Advisors
"The Profession of Selling"
The freedom to become as successful as you'd like to be. There are no income ceilings. Selling is a daily
challenge. You can go into almost any business and have no challenge. That's never the case in selling. Where every day you're confronted with new challenges.

If you rest, you rust. - Helen Hayes

**Douglas Miller** Services Sales Account Manager  
Every morning, look in the mirror and forgive yourself for the mistakes you made the day before.

Don't wish for it to be easier, wish that you were better!  
Don't wish for less challenges, wish for more skill!  
- Jim Rohn

If you're going through Hell, keep going! (a quote relevant to the market conditions)

**Daniel Major** Business Developement & Management Consulting  
- If you do not know where you are going, any road and will take you there.  
- 100% of customers speak freely when listened to...surprising...!  
- Too many sales representatives work very hard to look exactly like their competitors...Be different!

"Selling is no place to get your emotional needs met; the purpose of selling is to go to the bank." - David Sandler (Sandler Sales Institute)

**Trent Caster** President/CEO/Owner of Keystone Service & Supply, Inc.  
If you want a friend, get a dog. If you want a customer, solve their problems.

**Tony Ockleshaw** Business communication skills  
Don't explain why it can't be done. Discover how it can be done." — Mo Tao (404-319 B.C.)

**Katherine Cao** General Manager of Sales Department at Tianjin Development Zone Air Industrial Co., Ltd  
Offer qualified goods with lowest price and timely delivery.

**Craig Wise** President & Executive Recruiter at Clinton, Charles, Wise & Company  
Why not work for people you admire and respect?

**ABDERRAHMANE GUELLIL** SAP / ERP Project Expert SD  
if you have you have, if you don't have you must have!

**John Quigley** Managing Director at BigDogg Technologies Ltd  
Permanence, perseverance and persistence in spite of all obstacles, discouragement, and impossibilities: It is this, that in all things distinguishes the strong soul from the weak

**Robert Caw** Design entrepreneur and project director for network print and digital IT solutions.  
Always deliver more than you promise.

**Amit Verma** Corporate Business Development  
"Opportunity is never missed - if you don't grab it, someone else does"

**Steve Parton** Client Solutions Manager at Mastech, Inc.  
Timid salespeople have skinny kids.
Win or die. Simple, isn't it?

"They are only obstacles until you get past them".

Even if you're on the right track, you'll get run over if you just sit there. - Will Rogers

Bob Diehl Product Manager at ACS Solutions dba Atlanta Cable Sales
When it comes to service, we're full of it!

Gary Bennett Managing Director at Hawco Group
Never Mistake Motion for Action

Steven Harns National Sales Manager at NUS Consulting Group
Lee Iacocca once stated when he was running Chrysler, "You either Lead, Follow or Get Out of the Way!" He also said if you can find a better car - buy it. I did.

Capt. Jean-Luc Picard - "Make it so Number 1! Engage!"
It can't be made any simpler in delegation and overall command directive. Or when you assume total victory simply get your adversary to accept "Resistance is Futile". This seemed to work for American troops pushing into Iraq before occupation. Not sure about the Shock and Awe tactic but most times overwhelming firepower backs up the first statement.

Today I choose to be happy--Anne Frank

Teval Stephens Managing Consultant at Specialist Solutions UK
I have two:-
1) Things may come to those who wait- but only what is left by those who hustle.
2) Henry Ford went broke 5 times before he made it.

Stephen Peters Internal Business Consultant at John Hancock Funds LLC
There are dreamers and there are achievers, the difference between the two is action.

"As one goes through life, one learns that if you don't paddle your own canoe, you don't move."
-Katherine Hepburn

Jim (Jimmy Mac) McDonald Account Management/Value Selling Methodology Training at Siemens Industry, Inc.
Remember, It's about THEM, not us & Keep "IT" in your back pocket!

Tomislav Bekec Sales and Management Consultant
"The past is no more, the future is not yet. The time is always right!"

Melinda Lockhart Managing Principal at Cambridge - Newmarket Advisory
"The difference between winning and losing is quitting." - Ross Perot
When confronted with a mountain, start with one rock. Just because he said 'no', does not mean he said 'not ever'. (My own personal belief. If you don't believe me, just ask my parents what I was like growing up!)
Anindya Banerjee  Head Of Territory - NIIT Ltd., Kolkata
Do and live to win next time .. month on month .. Qtr on qtr ..

Deborah Flate  Dialogue Consulting: Integrated strategic and business planning for the Interior Design Sector
The economy is problematic, not the problem

Goran Tomas  Broadcast and webcast specialist at Audio Video Consulting
If you don't know where you are going, you might wind up someplace else
(Yogi Berra)

Farhad Billimora  Entrepreneur, Social Media Strategist
Good enough is seldom enough, success happens in the EXTRA mile.

Julie Zimdars, LTCP  Long Term Care Insurance Planner
One can recruit their way into anything and sell themselves out of everything!

David Mordoh  Business Development
"sell this...or you're fired!"

Mel Harding  VP Product Development at Oculus Inc
Who sells, wins!

Mike Miller  Award Winning Sales Veteran | Golf & Recreation Supplier | Independant Sales Agent | Motorcycle & Golf Enthusiast
A contented man enjoys the scenery of a detour!

Eduardo Quintanilla  M. Senior Consultant Manpower MeCARD
Play your best

John Curran  CEO & Founder of mCosm LLC
Complex deals are not like fine wines. They don't improve with age!

Ken Stellon  SVP Consulting Services at Frontline Performance Group | A Khoury Group Company
"Selling is the trasfer of trust...."

Robert P. McLarney  Sales
The Sale begins at NO

Robert P. McLarney  Sales
Try everything you can think of ..... and never give up.

Robert P. McLarney  Sales
Treat every customer like you would treat your parents.

Robert P. McLarney  Sales
Service, service, service......

Alan Jordan  MSc  Alan works with people and business to deliver results in performance. Ring or e-mail him to get results now!
No is just a question you haven't answered!

**Alan Jordan MSc**  
"Formula for Success"  
Do this every day!  
4 Appointments  
4 Thank you letters  
4 Referrals  
4 Sales calls

**Joseph Martinez GM at Ambur Rose Creation**  
"Money Does Not Create Ideas - Ideas Create Money"

F*ck or walk pal... Love Glen Garry Glen Ross.

**Chris Kiersch Owner, Image Soup Automating The Buying Experience**  
“You can’t change the way people think, all you can do is give them tools, the use of which will change their thinking.”

**Chris Kiersch Owner, Image Soup Automating The Buying Experience**  
Won spelled backwards is Now.

**Gerard Dillon CTO at HelpMeChoose.com.au**  
"Don't judge each day by the harvest you reap, but by the seeds that you plant." Robert Louis Stevenson.

**Deborah Johnson Sales, Strategy, Product Development, Legal/Risk Management (law & technology)**  
"When nothing seems to help, I go and look at a stonecutter hammering away at his rock perhaps a hundred times without as much as a crack showing in it! Yet at the hundred and first blow it will split in two, and I know it was not that blow that did it-but all that had gone before."

**Deborah Johnson Sales, Strategy, Product Development, Legal/Risk Management (law & technology)**  
Len I've seen far more managers who want to drop the price more than sales.

**Suresh Kumar Regional Training Head at Natco Solutions Pvt Ltd**  
I have coached many sales guys. The very first thing I tell them is "Don't sell. Help them to buy". Its because People feel pride in buying and feel terrible when something is sold to them.

**Chuck Balcher Executive Sales Consultant, Entrepreneur, Master Sales Closer**  
You're going to need the money next month as much as you need it today.

**Wendy Kerschner Territory Manager at Comfort Keepers**  
"Successful people find a way, others find excuses."

**Dan Demers Master Trainer & Consultant: How do you get the most out of your teams? Develop them, consistently & expect excellence**  
Your results are often a harsh, but always a fair measure of your efforts.

**Michael Stockman Hazard Control Technologies, Inc.**  
Life is change. Growth is optional. Choose wisely.
Rich Massey Restaurant Manager / Sommelier at Galiano Oceanfront Inn & Spa
for every adversity there is an equal or greater benefit, turn your problems into opportunities...

Tim Johnson Vice President Business Development & Sales at Rubicon Oil
Closing new business isn't difficult, expecting to close without asking for it...now that's difficult.

Go as far as you can see, when you get there you will be able to see further.  ~ Zig Zigler

Steve Porcaro Executive Coaching & Consulting for Medical Device Sales Professionals looking to create the business they deserve
The secret to success is to do just a few things, but do them very well!

Prem Malik CA, FCA (UK) at Queensbury Strategies
Seek first to understand before being understood.

Christopher (Chris) Blake Learning & Development Consultant - Sales & Enterprise Services at Microsoft
"whatever you did to get you where you are today, is not enough to keep you there tomorrow"

Going from failure to failure without any loss of enthusiasm.  ~ Churchill

Mike Masterson Leading Teams and Guiding Leaders to Surpass their Edge in Sales Performance, Sales Creativity, and Relationship Systems
If you can't set unrealistic expectations, you will never overachieve!

Scott Hembrough Regional Energy Specialist at Total Energy Concepts
Success is nothing more than a few simple disciplines, practiced everyday: while failure is simply a few errors in judgment, repeated every day. It is the accumulative weight of our disciplines and our judgments that leads us to either fortune or failure.

"If you don’t make mistakes, you’re not working on hard enough problems. And that’s a big mistake"  — Frank Wilczek

John Dean Helping companies to achieve revenue targets
You only start selling when the prospect says No!

Ed Peterson Government Account Manager at GovQA
"For a dime, we can all be replaced!"

Jason Hyde Sales and Marketing Consultant and Investment Professional
I don't have to do this. I GET to do this.

Charles Bryan Sales & Marketing Professional
Since work occurs before results, put your ideas in action.

Amy Shriver Verizon FiOS Entertainment & Girl Scout Troop Leader
"Every morning in Africa, a Gazelle wakes up. It knows it must run faster than the fastest lion or it will be killed. Every morning a Lion wakes up. It knows it must outrun the slowest Gazelle or it will starve to death. It doesn't matter whether you are a Lion or a Gazelle... when the sun comes up, you'd better be running."
Jim Ahern  Training Consultant at Sandler Training at the Ruby Group
Do you have a goal? Do you have an accountability plan? .....do you have a resume?

Mike Masterson Leading Teams and Guiding Leaders to Surpass their Edge in Sales Performance, Sales Creativity, and Relationship Systems
"My experience has demonstrated to me that every time I am confronted with moving forward, I am also confronted with allowing someone else to stay where they are. It has been in discovering more and more workable ways to reconcile the illusion of conflict in this dilemma that has contributed the most to my own conscious evolution.” Master Kaskfayet.

Michael Crooks Copywriter & Creative Problem-Solver, Crooks Advertising Alliance
1) Success is largely a matter of hanging on when everyone else has let go.
2) Creativity is the sudden cessation of stupidity - Dr. Land, inventor of the Poloroid Land Camera.
3) Damn! I got bills to pay!

Dietmar Dold Executive MBA Student bei University of Wuerzburg
You’ll have a meeting with a potential client. BINGO. There is a reason why he/she invests his/her time. Go to find out and help. Out of my experience: Sales is not anymore about selling. Sales is about understanding client needs and help pro-active to find the right solution. This is one of the most interesting and thrilling jobs out there. Stay curious, authentic and honest and you'll win. Your reputation will trigger more and more business.

"Everybody wants to go to heaven but nobody wants to die." - Anonymus

"Do, or do not. There is no 'try.'" - Jedi Master Yoda

“You do not win silver. You lose gold!” - - Anonymus

Cristian Cucos RTD Business Manager
"If today were the last day of your life, would you want to do what you are about to do today?"

"Great minds discuss ideas. Average minds discuss events. Small minds discuss people." – Eleanor Roosevelt

Cristian Cucos RTD Business Manager
- "I work for money! If you want loyalty get a dog!" :))

Tom Frederick  Director of Sales and Marketing at INmarketing Group a full service Sales Incentive and Employee Recognition company
Nothing fancy, just honest sales advice from my first boss, who was a consumate salesman. I had been on the job about 6 months, had a number of good appointments set up and a few proposals out and was convinced that we were about to be swamped with too much business to handle. He told me "never stop selling. You'll never close everything you're pitching and some business you're doing now or counting on will cancel, switch vendors or not hit their budget. and the worst case is that we'll have to hire more people to handle the volume."

I can't tell you how many times he's been proven right and I have kept up that approach ever since....NEVER stop selling!

Angie Mikkelson Director Client Solutions at O.C. Tanner
Sell like hell!

Jonathan Krane  Business Development, Marketing & Sales Professional
"I ENJOY SELLING" / "I LOVE SELLING" / Etc......
When you can say these words with convincing passion, you will truly excel at it, until then it is just a process, you may be good at it - but you still have a long way to go!

Peter Paul Bud  Author of "How To Be A Best Seller, 18 Simple and Proven Steps You Must Know to Succeed" (in sales)
SPREAD ENTHUSIASM!

Veikko Vääätäjä  Managing Director and Partner at Suorakonttori Oy
"Sale is a safe kind of high"

Gregg Coapman  New Business Sales Executive
Unless you try to do something beyond what you have already mastered, you will never grow

Brian Barrett  VP of Emerging Market Sales at Payroll Network
"You are guaranteed to miss 100% of the shots you never take."

John Bauer  Financial Advisor at Five Rings Financial
"Keep the story simple...If you can't tell it in 90 seconds and fit it on a cocktail napkin you're wasting everybody's time"

SAMEER GAIKWAD  DIRECTOR at SUPRA HOTELS PVT. LTD.
Business is a transfer of smile on to the others faces

Emilio Alonso  Channel Manager at Fractalia Remote Systems
My motivational quote: "What would dad do in my shoes now?"

Teval Stephens  Managing Consultant at Specialist Solutions UK
Things may come to those who wait, but only that what is left by those who hustle.

Our doubts are traitors, and make us lose the good we oft might win By fearing to attempt.  ~ William Shakespeare, "Measure for Measure", Act 1 scene 4

Tom Dixon  Senior Account Manager at Lucas Systems
Don’t confuse activity with accomplishment!

“Nothing can stop the man with the right mental attitude from achieving his goal; nothing on earth can help the man with the wrong mental attitude.”– Thomas Jefferson

Juan Rafael Sandoval  President at No Mas Churn
Doubt killed the Warrior. Commit and do.

Great opportunities often masquerade as bad ideas. - Rick L Murphy

Let me win, but if i cannot win... Let me be brave in the attempt - Unknown
Patrick McNeill  Director of Business Development at Frost & Sullivan
Yes is fine. No is fine. It's the maybes’ that'll kill you!

Angela Schuster  Business Development, Restaurant Solutions, Inc
Never stand begging for what you have the power to earn.
(next two came from fortune cookies but I love them!)
Don't mistake the ladder of success for an escalator; Many people fail because they quit too soon

Lauro Montalvo  National Sales Manager at AIM SOLDER
Hope is not a plan

Ricardo Freitas  Sponsorship Manager at Marcus Evans
If you don't try, you will never know.

Craig Kaltner  Sales Executive
Commissions are paid at the end of the month

Dave Lewark  National Account Manager at Officemax ImPress
"The view is much better from the edge!" this was a statement from a former VP Rob Onorato and I love it as to me it has helped motivate me to take risks, push harder and not be afraid to take it as far as it will go.

Greg Hall  VP Sales at Summit Manufacturing
"Grow some __alls and make the calls" Glenn Gary Glen Ross esque saying from a friend trying to motivate me.....it worked.

"I Piss Excellence!" Ricky Bobby

"If you keep on doin' what ya been doin', you're gonna keep on gettin' what ya been gettin'." - Zig Ziglar
**Ron Frantz** Director of Business Development Southern California at Haworth  
There are reasons and there are results, only results count.  
Posted 26 days ago | Reply Privately

**Kumar Sumeet** Project Manager-TSG, IDBI  
Excellence always creates Success & its a process of continual improvement...chase for excellence where Success will follow you!!!!!!

**Pushkar Joshi** Client Relationship Manager  
Whenever you lose, don't lose the lesson

**Frank Kirk** Chairman at Secure Options Group  
What's behind this door, you never can tell, but the more you open the more you will sell.  
If you have a problem and there is a solution, then your only problem is the acceptance of the solution! If you have a problem and there is no solution - then it is a FACT and we have to live with the facts!

**Tony Ockleshaw** Business communication skills Coach  
Frank, May I suggest that rather than dealing in fact, and sales person must deal in "Perceptions"???

"Perception IS reality". The customers’ perception of us, our solution, their challenges, etc are what we must deal with. Not what we "believe" or "think" is reality.

This is the biggest mistake sales people make (in my experience anyway) ... around the world...

**Prem Malik** CA, FCA (UK) at Queensbury Strategies  
'See the People' Face to face....only way to sell.

"It is not the critic who counts; not the man who points out how the strong man stumbles, or where the doer of deeds could have done them better. The credit belongs to the man who is actually in the arena, whose face is marred by dust and sweat and blood; who strives valiantly; who errs, who comes short again and again, because there is no effort without error and shortcoming; but who does actually strive to do the deeds; who knows great enthusiasms, the great devotions; who spends himself in a worthy cause; who at the best knows in the end the triumph of high achievement, and who at the worst, if he fails, at least fails while daring greatly, so that his place shall never be with those cold and timid souls who neither know victory nor defeat" ~ Teddy Rosevelt

**Syed Nayeem Haquani** Sales Manager  
Selling the way your customer wants to buy...Not the way you like to sell!

**Ray Marosi** Broker Associated for Cherry Creek Professionals Realy  
There are those that say they can, and there are those that say they can't, both are right. Which one are you?

**Syed Nayeem Haquani** Sales Manager  
This model is still in use today, usually in high-pressure sales it is important for the salesperson to exude confidence and honesty.

**John De La Cruz** Financial Services Professional  
If change is a certainty, flexibility is your only option.
Tim Zenchak Business Development Manager at BCMJ Controls
One of my all-time favorites is "If what you did yesterday is important to you, then you have not done anything today." I remind myself of this line every day.

Len MacIvor High Performance Sales Leader
"It is what it is " or "It is what you make it " ....You decide !

Warren Love Retail Solutions Executive
Love this thread! Along with Zig Ziglar's "only floss the teeth you want to keep" I offer "perfect practice makes perfect under pressure"

Kelli O'Dell Association Sales Manager
80% of the workforce collect a paycheck, 20% earn it!

Harry Bauer Business Development at MetroTech
DO IT; DO IT RIGHT; DO IT RIGHT NOW
"no need to be nervous when your mind is on service."
"There's nothing to it but to do it."
"Being nervous is the anticipation of success."
Snoop Dog's "Put paint where it ain't" - cover your ground.
My favorite sales line.... "now that's just not bad, is it?"

Jeff VanCleve President, FirstMerit Equipment Finance Inc.
While knowledge can definitely help you sell, remember that, "in the land of the blind, the one-eyed man is king."

Jeffrey Hendrick Sales and Marketing
It is not a sale until it is paid for.

Paul Barker Sales Representative at Insight Publications
Excellence is the gradual result of always wanting to do better.

Gary Lynam Entrepreneur
Feel the fear... but do it anyway

BILL JOHNSON National Account Executive
Or, "shall we shag now or shag later"?�

"Take the praise; take the blame, but don't make excuses." Coach Bear Bryant

Sumit Chowdhury Business Head at Indiaplaza.in
The sales people are the soldiers guarding the front/border and they both need to defend (market share) and extend the boundaries (capture more shares). So to me the best word is; "Lets Get It"

John Gibbons Business Development Manager at Vo-Toys
I don't motivate people to be successful. I help them to be successful so they will become motivated.

Claudia David Business Development Representative at Smartree Romania
Mark Twain: "Work like you don't need money, dance like nobody's watching, love as you were never hurt before"
**David ANDRE** Sales engineer at LASER COMPONENTS SAS
We do not think in quarters but in generations! (Günther Paul)

**Lisa Crump** Manager at First Citizens Bank
Best motivational advice: When client says "NO" make sure you add "Not today", because tomorrow the answer may be "YES". Never burn the bridge to an opportunity.

**Amede DeCruydt** Specialty Sales Rep at Boehringer Ingelheim at Boehringer Ingelheim Pharmaceuticals
Determination… The difference between victory or defeat.

**Jim Martnick** Business Development Manager, Prolitec
I don't believe in failure and I don't miss my numbers! you buy from me, you get a quality product or service and you get me!- both personal beliefs

First is first, second is nowhere! Sebastian Coe

**Annelies Haezendonck** Area Sales Manager
"Sales starts when the customer says NO"
here's another one: "If you fail to prepare, you prepare to fail"

**Paul Mangotich** V P Business Development Maden Training
Smooth seas do not make skillful sailors!

**Paul Barker** Sales Representative at Insight Publications
Pain is temporary. Quitting lasts forever.

**Munish Bakshi** Sr Team lead Sales
Focus, passion will take you to the customer's pocket.....

‘Do not wait; the time will never be ‘just right.’ Start where you stand, and work with whatever tools you may have at your command, and better tools will be found as you go along.” Napoleon Hill

Never mistake motion for action. -Ernest Hemingway

**Paul Bartlett** Sr. Director Market Development/North America at Nex-sales Solutions
Back to an earlier nautical theme 'The world little cares of the storms you encounter - did you bring home the ship?'

**Eric Valette** Associate at Adventace
You cannot buy success on credit; you must pay upfront.
2) Being a successful salesperson is easy: it requires only 10% inspiration and 90% perspiration.

**Ralph E Ferdinand** DATA INTEGRATION AND MIGRATION SOFTWARE
Always keep "pumping well"

**Lisa Crump** Manager at First Citizens Bank
Best motivational advice: When client says "NO" make sure you add "Not today", because tomorrow the answer may be "YES". Never burn the bridge to an opportunity.
**Amede DeCruydt** Specialty Sales Rep at Boehringer Ingelheim at Boehringer Ingelheim Pharmaceuticals

Determination… The difference between victory or defeat.

And there is no such thing as a no sale call. A sale is made on every call you make. Either you sell the client some stock or he sells you a reason he can't. Either way a sale is made, the only question is who is gonna close? You or him? - Jim Young (Ben Afleck), from the movie Boiler Room

**Suzanne Carle** Empowering Strategy, Igniting Leadership, Propelling Champions

I have two (today): my own personal favorite, by me: "Just do the Next Right Thing." From Alice Walker: "We are who we have been waiting for."

**Homer Hall** Retail Buyer at Elitch Gardens

Never mistake ACTIVITY for PRODUCTIVITY!

What would you attempt if you knew you could not fail?  (Unknown)

**Carole Butler** Owner, The Carabu Group

the best efforts do best

"When the dream becomes reality, even the heavens are known to tremble." -F. Scott Fitzgerald

"If you don't think every day is a good day, just try missing one."  - Cavett Robert

**John Gibbons** Business Development Manager at Vo-Toys

"Do what you want. The next guy will do what I ask."

**Nathan Warshaw** Sr. VP - Sales

The appetite of the lazy craves and gets nothing, while the appetite of the diligent is richly supplied

"The ideal life is in our blood and never will be still. Sad will be the day for any man when he becomes contented with the thoughts he is thinking and the deeds he is doing - where there is not forever beating at the doors of his soul some great desire to do something larger, which he knows that he was meant and made to do." - Phillips Brooks

If you really want to do something, you'll find a way; if you don't, you'll find an excuse.  unknown

**Nir Yosha** Senior Sales Engineer at NextNine

"Our greatest glory is not in never falling but in rising every time we fall."

**Larry Melnick** Founder and principal of Hunter Business Development, LP

Slow down and you'll move ahead faster.

How can you be at two places at one time when you're really no place at all? :)

**Cathryn DeGraff Crookston**, RN, BSN Regional Sales Director at Emmi Solutions

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

**Eric Wederbrand** Director of Commodity Sales at CompuCom

Successful people redefine success every time they achieve it.

"The world stands aside for the man who knows where he's going"  Tom Peters
“You can have everything in life you want if you will just help enough other people get what they want”
- Zig Ziglar

"Quality is remembered long after price is forgotten". Aldo Gucci, 1938.

It's not enough that we do our best; sometimes we have to do what's required. — Sir Winston Churchill

**Charlie Cutting** Ink Endeavors LLC
You have two ears and one mouth. You should listen twice as much as you talk!

**Vijayant Malik** Passage Sales at Air France KLM
Perfection does not exist, Excellence is what we get when we try looking for Perfection.

**Venkatprabu Padmanaban(venketsai@gmail.com)** Business Development Manager - International Sales at e-con Systems
A "Sale" is never good, unless it is a good "Buy" for the customer.

**Howard Wing** V.P. Sales & Marketing
Trust in God...she will provide!

**Tilak Dharmaraj** Client Services
First listen, then sell! >> Problem is not about making money its only about getting ideas. Sales >> Selling ideas.

**Andrew Jackson** Managing Director at First Title CEE Kft
Focused activity + Persistence = Results

**Andrew Jackson** Managing Director at First Title CEE Kft
"Keep smiling and dialing"

"You will become as small as your controlling desire; as great as your dominant aspiration." --James Allen

**Ankit Rawal** Sr. Business Development Executive at Vee Technologies
FBC -- Faster Better Cheaper

**Jeff Quinn** Branch Manager/Business Development at First American Title
"It is what it is... until it is what it was". - Jeff Quinn

**Chris McManus** Vice President, Sales, ESET UK
"Inspect...don't expect"...for forecasting management

**C S Prabhakar** Head, Hungary Development Center at Mahindra Satyam
You can.. if you think you can....

"The best way to predict the future is to invent it." Alan Kay

You can if you think you can...Very good quote. Norman Vincent Peale.
I love this one. "As long as a person doesn't admit he's defeated, he is not defeated - he's just a little behind, and isn't through fighting." -- Darrell Royal, football coach

**Clive Miller** Sales Consultant, trainer, author, and coach
Doing things right is a waste of time if you don't first choose the right things to do.

**HASSAM HANIF** Technology Specialist in eLearning Division
Do your work with having less expectations.

**Pauletta Johnson** Supply Chain Risk Management Consultant; Experienced Transportation/Logistics Advisor
Nothing is so difficult that it cannot be accomplished through diligence. They do not care how much you know until they know how much you care.

**Michael Spears** Sales Manager at Communications Diversified, Inc.
We move toward...and become like, that which we think!

**Paul Barker** Sales Representative at Insight Publications
Excellence is not an exception, it is a prevailing attitude!

**Sirpa Nordlund (Ahonen)** Head of International Sales at Vallila Interior
NEVER MISTAKE STYLE FOR SUBSTANCE. I find this old wisdom true again and again....

**Ronald Sutton** at Sare Technology
There is no chance, no destiny, no fate that can circumvent or hinder or control the firm resolve of a determined soul. Be determined!

If you do what you've always done you get what you've always got. If you don't like the results and want a chance at a different outcome then change what you are doing.

Every morning I remind myself that: I have been given this day to use as I will. I can waste it, or use it to my benefit. Whatever I do today is very important because I am exchanging a day of life for it. When tomorrow comes, this day will be gone forever. What actions am I taking today that will contribute to making my dreams and plans real.

"Success is peace of mind which is a direct result of self-satisfaction in knowing you made the effort to become the best of which you are capable" - Coach John Wooden

**Randy Goruk** Helping leaders elevate individual and company performance
80% of success is just showing up.

**Jacques Lacroix** Conseiller Senior chez La Maison Régionale de L'industrie inc
The best never come easy

**Rich Brest** Sales Director, Media Division at Reader Rewards Card Program - RonDino Promotions, Inc.
A choice is made when a choice is given.
Lead, follow or get out of the way.

Hunt now! Or be eaten later! - Paul DiModica, Value Forward Network
Akant Rai Manager Sales India subcontinent, Schenker Shanghai
REMEMBER the land of OPPORTUNITY lies under your hat.

Tony Ockleshaw Business communication skills Coach
Better to let someone think you're a fool than open your mouth and prove it.

Chris Ciardi Managing Director, Maxinet
It’s Bad Luck to be superstitious........

Katherine Cao General Manager of Sales Department at Tianjin Development Zone Air Industrial Co., Ltd
Have you made quotation today?

James Clarke Business Development Manager at EPI Environmental Products Inc.
If you make the call and are turned down, you are no worse off, so make that call.

Dan Putney Major Accounts District Manager at ADP
"The Harder you work ... the luckier you get"

Brooks Bunde Market Team Manager at West Marine/ Port Supply
When it comes to closing a sale,","Ask for the wallet, its only money... they will make more...."

Arun Gopalakrishnan Assistant Manager Business Development at Doyen Solutions PVT LTD
An opportunity cost is an opportunity lost....

"If you're going to help a man, you want to know something about him, don't you?" - Joseph, to Clarence, Angel Second class, in "It's a Wonderful Life."

Gary Eastwood Owner, Beck/Eastwood Recruitment Solutions
When in doubt, re-approach. New decisions are based on new information

Tessa Stowe Owner, SalesConversation.com
Less is More (for selling: the less you say, the more you'll sell)

Anjana Patwal Product Manager For LED Displays
Read and react. Don’t assume just act

kiran T Reddy Bid Manager at EDS/Mphasis
Listen More, Talk less. Let the customer do all the talking

Tom Konitzer Principal at STAT Search
"Activity Breeds Success" & "If Nothing Changes, Then Nothing Changes"

Tony Ockleshaw Business communication skills Coach
The 6 "P's" ... Preparation and Practice Prevent Piss Poor Performance!

I still amazes me to this day that the majority of sales people do not prepare and practice before going to see a customer or doing a pitch.

Never let the first time you practice a presentation be to your customer!
"Press on"  Tullulah Bankhead

**Rakesh Sheoran**  Business Development Executive at Jaypee
"Better to remain silent and be thought a fool than to speak and remove all doubt"

**Mark Buchan Jones**  Business Development Director at Oracle
Watch your thoughts, for they become words.
Watch your words, for they become actions.
Watch your actions, for they become habits.
Watch your habits, for they become character.
Watch your character, for it becomes your destiny.

**Ricardo Jordão Magalhaes**  Owner, BizRevolution and Management Consulting Consultant
The important thing is not what you sell, but what you stand for.
Sales is about CHANGE the WORLD, not provide services and goods.
The last thing the world needs is a salespeople, the world needs a revolutionary!

**Jeff Fain**  New Business Development at Misa Metals Inc.
A smart strategy well executed is what drives results!

**Christian Leatham**  Senior Account Executive at Horsemen's Yankee Pedlar
"Winning is a habit. Unfortunately, so is losing....There is no room for second place. There is only one place in my game, and that's first place."

Also, "If failure is not an option, then what is the only option you have?"

**Angu Harun Kumar M**  Market researcher and business Intelligence at Photon Infotech
I am the master of my fate. I am the captain of my soul.

**shailesh Ardhapurkar**  Dir - Customer operations
If you are deaf, you cannot be in sales!  Listen to the customer :-)
