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# 125 Quote Swipe File



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These Motivational Quotes are all yours to instantly deploy and are sure to engage, energize and equip your sellers to sell more.

But, if you really want to drive bigger sales and crush sales quotas consistently, then you need to check out this Perfect Sales Meeting Month kit from the #1 No More Boring Sales Training Expert, Alice Kemper giving you the exact high energy, high-impact sales training her customers use worldwide.

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**The Perfect Sales Meeting Month  
Get Your Sales Team Crushing It**

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## Introduction

Being our own cheerleader is a lot of work.  
We all need a little inspiration and motivation!

A great way to keep your sales team motivated in good times and tough times is to boost their spirits.

### A 125 Quote Swipe File!

We've compiled 125 motivational quotes in 6 categories for you to inspire your sales team.

Here are some ways to use these quotes:

- Select a quote a week or more to email to your reps.
- Post quotes on a central bulletin board
- Select a quote and initiate a discussion
- Notice if a particular rep needs a boost and email to them

Use these quotes to show your team you are thinking about them and dedicated to their success..



# Encouragement



1. Push yourself because, no one else is going to do it for you.
2. There's no elevator to success. You have to take the stairs.
3. I'm not telling you it's going to be easy. I'm telling you it's going to be worth it.  
*Art Williams*
4. What you are looking for is not out there.... It's in you.
5. Your attitude determines your direction.
6. Be clear about your goals but be flexible about the process of achieving them.

# Encouragement



7. When you feel like quitting think about why you started.
8. MOTIVATION is what gets you started HABIT is what keeps you going.  
*Jim Rohn*
9. If it is important to you, you will find a way. If not you'll find an excuse.
10. Wake up – Kick ass – Repeat
11. You have Brains in your Head. You have Feet in your Shoes.  
You can Steer yourself any Direction you Choose. *Dr. Seuss*

# Encouragement



- 12. When you focus on problems, you'll have more problems.  
When you focus on possibilities, you'll have more opportunities.
- 13. Your life does not get better by chance. It gets better by change.  
Stop wishing. Start doing.
- 14. I don't count my sit-ups. I only start counting when it starts hurting. That is when I start counting, because then it really counts. That's what makes you a champion.
- 15. Be yourself. Everyone else is taken.
- 16. Life isn't as serious as the mind makes it out to be.  
*Eckhart Tolle*

# Encouragement



- 17. Think in a big picture way and act in small steps.  
This way it's not overwhelming and you can get the big picture.
- 18. You cannot always control what goes on outside. But you can always control what goes on inside. *Wayne Dyer*
- 19. Do one thing every day that scares you.
- 20. Imagine with all your mind. Believe with all your heart. Achieve with all your might.
- 21. The expert in anything was once a beginner.

# Encouragement



22. Your work is going to fill a large part of your life, and the only way to be truly satisfied is to do what you believe is great work. And the only way to do great work is to love what you do. If you haven't found it yet, keep looking. Don't settle. As with all matters of the heart, you'll know when you find it.

*Steve Jobs*

23. If we all did the things we are capable of doing. We would literally astound ourselves.

*Thomas Edison*

24. Meeting new clients is like First Dates. Good impression count. Awkwardness can occur. Outcomes are unpredictable.

25. Why fit in when you were born to STAND OUT!

*Dr. Seuss*



# Inspirational



- 26. If you change the way you look at things, the things you look at change. *Wayne Dyer*
- 27. We are what we repeatedly do. EXCELLENCE, therefore, is not an act but a HABIT. *Aristotle*
- 28. Don't stop when you are tired. Stop when you're done.
- 29. ABILITY is what you're capable of doing. MOTIVATION determines what you do. ATTITUDE determines how well you do it.
- 30. Work hard and be proud of what you achieve.

# Inspirational



- 31. Be strong when you are weak.  
Brave when you are scared and humble when you are victorious.
- 32. If it doesn't challenge you, it won't change you.
- 33. Failure is the condiment that gives success it's flavor.  
*Truman Capote*
- 34. Be the type of person you want to meet.
- 35. People may hear your words but they feel your attitude.
- 36. HOPE is the little voice you hear whisper "maybe" when it seems the entire world is shouting "no!"



37. You deserve to be happy. Don't let anyone make you forget that.

38. If you spend your free time doing things that are meaningless and unimportant, don't be surprised when you are older and look back at your life and find it was meaningless and unimportant.

39. Gold medals aren't really made of gold. They're made of sweat, determination, and a hard-to-find alloy called guts.

*Dan Gable*

40. Go the extra mile, it's never crowded.

*Heidi Blackburn*

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

*Francis of Assisi*



42. Put your heart, mind, and soul into even your smallest acts.  
This is the secret of success.

*Swami Sivananda*

43. Most people do not listen with the intent to understand. Most people listen with the intent to replay.

*Stephen Covey*

44. Imagine there is a bank account that credits your account each morning with \$86,400. It carries over no balance from day to day. What would you do? Draw out every cent, of course? Each of us has such a bank. Its name is TIME. Every morning it credits you 86,400 seconds. You must live in the present on today's deposits. The clock is running. Make the most of today.

45. I cannot always control what goes on outside.  
But I can always control what goes on inside.

*Wayne Dyer*



- 46. Ultimately what you do is secondary. But how you do it is primary.  
*Eckhart Tolle*
- 47. Your smile is your logo, your personality is your business card, how you leave others feeling after an experience with you becomes your trademark.  
*Jay Danzie*
- 48. Your life is a result of the choices you make...If you don't like your life it is time to start making better choices.  
*Tony Robbins*
- 49. Strength does not come from physical capacity. It comes from an indomitable will.  
*Mahatma Gandhi*
- 50. The man who always does what he pleases, will get to the place where he is not pleased with what he does.



- 51. Success is the sum of small efforts. Repeated day in and day out.  
*Robert Collier*
- 52. All the roads that lead to SUCCESS have to pass through HARD WORK Boulevard at some point.
- 53. Three sentences for getting success: know more than other, work more than other, expect less than other.  
*William Shakespeare*
- 54. Success is how high you bounce when you hit bottom!  
*George S. Patton*
- 55. Success isn't just about what you accomplish in your life, it's about what you inspire others to do.



- 56. When it gets difficult is often right before you succeed.
- 57. The bad news is Time flies. The good new is you're the pilot.  
*Michael Altsholer*
- 58. If you can't fly then run, If you can't run then walk, If you can't walk then crawl,  
But whatever you do you have to keep moving forward.  
*Martin Luther King*
- 59. The only place where success comes before work is in the dictionary.  
*Donald Kendall*
- 60. Successful people never ask if things will work. They are willing to try and find out.  
*Brad Gosse*



61. Success is not final; failure is not fatal: It is the courage to continue that counts.

*Winston S. Churchill*

62. Never let success get to your head. Never let failure get to your heart.

63. People will forget what you said. People will forget what you did. But people will never forget how you made them feel.

*Maya Angelou*

64. Success is working from failure to failure with no loss of enthusiasm.

*Winston Churchill*

65. Being positive won't guarantee you'll succeed. But being negative will guarantee you won't.

*Jon Gordon*





66. I never dreamed about success, I worked for it.

*Estee Lauder*

67. Success is on the same road as failure – SUCCESS – is just a little further down the road.

*Jack Hyles*

68. There's no substitute for guts.

*Paul "Bear" Bryant*

69. Success isn't overnight. It's when every day you get a little bit better than the day before. It all adds up.

70. New to sales? Don't hide it; share it. Successful decision makers want to help hard working folks (you) succeed!



71. If everyone is moving forward together, then success takes care of itself.

*Henry Ford*

72. Attitude is a little thing that makes a big difference.

*Winston Churchill*

73. When you want to succeed as bad as you want to breathe then you will be successful.

*Eric Thomas*

74. Success doesn't come out and find you, you have to go out and get it.

*Joubert Botha*

75. Champions aren't made in the gyms. Champions are made from something they have deep inside them – a desire, a dream, a vision. I hated every minute of training, but I said, “Don't quit. Suffer now and live the rest of your life as a champion.”

*Muhammad Ali Clay*

# Goals



76. My goal is not to be better than anyone else, but to be better than I used to be.

*Wayne Dyer*

77. If you don't build your dreams, someone will hire you to help build theirs.

*Tony Gaskin*

78. Success in life comes when you simply refuse to give up, with goals so strong that obstacles, failures and loss only act as motivation.

79. If the plan doesn't work change the plan but never the goal.

80. Don't let life change your goals, because achieving your goals can change your life.

# Goals



- 81. The journey of a thousand miles begins with a single step.  
*Lao Tzu*
- 82. The world is full of people with small minds and small aspirations.  
Make your actions and goals BIG in body and spirit.
- 83. A goal without a plan is just a wish.
- 84. Discipline is the bridge between goals and accomplishment.  
*Jim Rohn*
- 85. Ask yourself if what you are doing today is getting you closer to where you want to be tomorrow.

# Goals



- 86. The tragedy of life doesn't lie in NOT reaching your goal. The tragedy lies in having NO GOALS to reach.
- 87. A goal should scare you a little, and excite you a lot.  
*Joe Vitale*
- 88. Focus on your goal. Don't look in any direction but ahead.
- 89. If you don't know where you are going, you might wind up someplace else.  
*Yogi Berra*
- 90. A dream written down with a date becomes a GOAL. A goal broken down into STEPS becomes a PLAN. A plan backed by ACTION becomes your dreams come true.

# Goals



91. Many people fail in life, not for lack of ability or brains or even courage, but simply because they have never organized their energies around a goal.

*Ebert Hubbard*

92. Setting goals is the first step in turning the invisible into the visible.

*Tony Robbins*

93. Don't wait until you've reached your goal to be proud of yourself. Be proud of every step you take toward reaching that goal.

94. One way to keep momentum going is to have constantly greater goals.

95. I think goals should never be easy, they should force you to work even if they are uncomfortable at the time.

*Michael Phelps*

# Goals



96. What you get by achieving your goals is not as important as what you become by achieving your goals.

*Henry David Thoreau*

97. Good things come to those who Believe. Better things come to those who are Patient and the best Things come to those who Don't Give up.

98. Goals are dreams with deadlines.

99. Set goals. Reach goals. Make new goals. Repeat.

100. It is good to have an end to journey toward; but it is the journey that matters, in the end.

*Ernest Hemingway*

# Change



101. Everyone thinks of changing the world, but no one thinks of changing himself.

*Leo Tolstoy*

102. Nothing is so painful to the human mind as a great and sudden change.

*Mary Shelley*

103. Yesterday I was clever, so I wanted to change the world. Today I am wise, so I am changing myself.

*Rumi*

104. If you think you're too small to have an impact, try going to bed with a mosquito in the room.

*Anita Roddick*

105. Change your life today. Don't gamble on the future, act now, without delay.

*Simone de Beauvoir*



# Change



106. Practice is the hardest part of learning, and training is the essence of transformation.

*Ann Voskamp*

107. Your life does not get better by chance it gets better by change.

*Jim Rohn*

108. Think about why you started.

109. Change isn't change until there is change.

110. The secret of change is to focus all of your energy, not on fighting the old, but on building the new.

*Socrates*

# Change



111. Change the changeable, accept the unchangeable, and remove yourself from the unacceptable.

*Denis Waitley*

112. For every positive change you make in your life something else also changes for the better – it creates a chain reaction.

*Leon Brown*

113. When it comes to making a big change in your life you have to want it more than you fear it.

114. You can't stop the waves but you can learn to surf.

*John Kaba-Zin*

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

*Arnold Bennett*

# Change



- 116. The three C's of life: CHOICES. CHANCES. CHANGES. You must make a CHOICE to take a CHANCE or you will never CHANGE.
- 117. Change can be scary, but you know what's scarier? Allowing Fear to stop you from Growing, Evolving and Progressing.  
*Mandy Hale*
- 118. If you don't like something change it; if you can't change it, change the way you think about it.  
*Mary Engelbreit*
- 119. Don't be afraid to change. You may lose something good but you may gain something better.
- 120. Change your thoughts and you change your world.

# Change



- 121. Will it be easy? Nope. Worth it? Absolutely.
- 122. It's hard to fail, but worse never to have tried to succeed.  
Theodore Roosevelt
- 123. Making a big life change is pretty scary. But, know what's even scarier? Regret.
- 124. To fear change is to fear being challenged. To fear being challenged is to fear growth and new possibilities.  
Ty Howard
- 125. What if you had an idea that could change the world?

# Just a little bit extra



## Daily Affirmations....

- Great things are coming to me today because I deserve them!
- My income is constantly increasing!
- I know that when I do my best at my job, I will be rewarded in all sorts of ways.

*Louise L. Hay*

- I have unlimited potential, only good lies before me.

*Louise L. Hay*

- I make new decisions to arrive at a new destination.

# Just a little bit extra



- Everyday in every way, I am becoming better and better.
- I always find creative solutions for problems.
- I find the positive in every situation I encounter.
- I always attract the best projects and the best people to execute them because of my positive mental attitude.
- I match my thoughts to what I want.

*Wayne Dyer*

# Ready For The Next Level?



GET ready for a powerful next sales meeting that rocks!

Want to use the exact sales training energizers and skill booster sales training meetings that companies worldwide are using to build top performing and top producing sales teams?

And at the same time, save yourself the hours you are currently taking on Sunday's to research and figure out what the heck to do at your next sales meeting that won't bore your sales team.

If you said yes, then this is for you.

The Perfect Sales Meeting Months are 5, 15 and 30 minute turn-key high energy, high-impact sales training meetings.

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They are a no-brainer for the sales manager who knows short bursts of highly interactive, skill boosting sales training meetings mobilize their sellers to sell more day-in and day-out.

You're life just got easier and your sales team gets smarter.

## The Perfect Sales Meeting Month

Optimize your sales meetings to mobilize your sales team to be on their "A game" day-in and day-out. In 4 short weeks your sellers watch your sellers break into target accounts, sell more value vs price, reduce the long sales cycle and much more.

**Click Here to Access The Perfect Sales Meeting Month and everything else in 'The Werks' Resource center!**

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