

WIN @ BIZ

Growth & Business Coach

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2011 CALENDAR OF SUCCESSFUL THOUGHTS

WIN AT BIZ®
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JANUARY 2011

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
DEC 2010 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	FEB 2011 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28	<p>People with positive attitudes develop YES thoughts and YES responses. Yes is powerful because the recipient of the message is full of hope. Yes is powerful because the person delivering the message is forced to think of a solution. Yes is powerful because it offers a positive atmosphere.</p> <p><i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i></p>				1 New Year's Day
2	3 <p>Once you have a positive attitude, you bless yourself and everyone with whom you come in contact.</p> <p><i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i></p>	4 <p>No matter how hard you work, how smart or how talented you are, you cannot do it alone.</p> <p><i>-From Dig Your Well Before You're Thirsty, by Harvey Mackay</i></p>	5 <p>Pay attention to details; all the little things add up.</p> <p><i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i></p>	6 <p>Most of the important things in the world have been accomplished by people who have kept on trying when there seemed to be no hope at all.</p> <p><i>-Dale Carnegie</i></p>	7 <p>There is nothing noble in being superior to someone else; progress is becoming superior to your previous self.</p> <p><i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i></p>	8
9	10 <p>If you expect people to follow you, pass the recognition of accomplishments on to others.</p> <p><i>-From True North, by Bill George</i></p>	11 <p>Follow a passion that is important to you and your success will endure.</p> <p><i>-From Success Built to Last, by Jerry Porras, Stewart Emery, Mark Thompson</i></p>	12 <p>Your attitude is reflected by your initial response to what people say; respond with a question rather than a statement.</p> <p><i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i></p>	13 <p>Successful networking relationships are formed when both parties' needs are fulfilled. You give—you get.</p> <p><i>-From Dig Your Well Before You're Thirsty, by Harvey Mackay</i></p>	14 <p>People always remember who kicked them when they were down and who helped them get up.</p> <p><i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i></p>	15
16	17 Martin Luther King, Jr. Day <p>To be a winner you must plan to win, prepare to win, and expect to win.</p> <p><i>-Zig Zigler</i></p>	18 <p>The network you build is a reflection of your success and talents.</p> <p><i>-From Dig Your Well Before You're Thirsty, by Harvey Mackay</i></p>	19 <p>The definition of success is ordinary people with extraordinary determination.</p> <p><i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i></p>	20 <p>Growing your business is a lot like a wheelbarrow; you have to push it in order for it to go anywhere.</p>	21 <p>Superior companies have developed superior operating processes that beat the competition.</p> <p><i>-From The E-Myth Revisited, by Michael E. Gerber</i></p>	22
23	24	25	26	27	28	29
30	31	<p>If you expect to maximize productivity, you must give people the opportunity to be heard.</p> <p><i>-From The Great Game of Business, by Jack Stack with Bo Burlingham</i></p>	<p>Build character by doing the right thing. Men are alike in their promises. It is only in their deeds that they differ.</p> <p><i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i></p>	<p>A large part of changing your attitude from negative to positive is phrasing responses in terms of the other person, not in terms of yourself.</p> <p><i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i></p>	<p>Your best networking opportunities will develop from what you do best or are most interested in.</p> <p><i>-From Dig Your Well Before You're Thirsty, by Harvey Mackay</i></p>	

FEBRUARY 2011

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
JAN 2011 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	MAR 2011 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	1 The foundation of your attitude is created every day with your thoughts and actions. <i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i>	2 Never pass up an opportunity to meet new people; real happiness comes from growing people contacts and friendships. <i>-From Dig Your Well Before You're Thirsty, by Harvey Mackay</i>	3 Leadership is INSPIRING people to follow you, not telling them or paying them to follow you. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	4 Work forty hours and expect average results.	5
6	7 People will listen more intently if you first humble yourself. <i>-From How to Win Friends and Influence People, by Dale Carnegie</i>	8 If management is not paying attention, employees stop caring. <i>-From The Great Game of Business, by Jack Stack with Bo Burlingham</i>	9 I never thought I failed 1000 times; instead I found 1000 ways to do it better. <i>-Thomas Edison</i>	10 It takes a team to do anything of lasting value. If you want to do something big you must link up with others. <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>	11 If you focus on the obstacle, you will miss the opportunity. <i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i>	12
13	14 Valentine's Day It takes years of working at becoming an overnight success to build a rewarding network. <i>-From Dig Your Well Before You're Thirsty, by Harvey Mackay</i>	15 You have to believe to achieve. <i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i>	16 It never hurts to let the other person feel smarter than you. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	17 Customer satisfaction is the purpose of every employee's existence. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	18 Never work for a paycheck; work for tomorrow's opportunities.	19
20	21 President's Day Marketing is not just advertising. It is also the business processes of how you sell it and how you deliver it. <i>-From The E-Myth Revisited, by Michael E. Gerber</i>	22 Customers buy REAL BENEFITS! <i>-From Guerilla Marketing, by Jay Conrad Levinson</i>	23 Start all conversations with a drop of honey. <i>-From How to Win Friends and Influence People, by Dale Carnegie</i>	24 Trust is everything in business; back up what you say with action. <i>-From True North, by Bill George</i>	25 Your suppliers are your life-line to your customers; treat them like partners. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	26
27	28 The more you encourage people, praise people, and thank people, the more fulfilled and thankful you become. <i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i>	Attitude—you are 100 percent in control of it every day. It affects the way you react to every event and thought. We all have a choice every day as to the attitude we embrace. We cannot change the past nor can we control how others act toward us; we cannot control what happens to us, only how we react to it. Your attitude is the number one criteria that determine your failure or success. <i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i>				

MARCH 2011

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
FEB 2011 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28	APR 2011 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30	1 If you will not say it to their faces, why would you say it behind their backs? <i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i>	2 Small businesses that survive and prosper are professionals at networking with their customers and prospects. <i>-From Dig Your Well Before You're Thirsty, by Harvey Mackay</i>	3 Keep doing the same thing everyday and you will keep getting the same results. Break out of your comfort zone.	4 If you cannot make a list of how you are beating the competition, you should start looking for the exit.	5
6	7 Putting your sales force on salary is like playing a game without keeping score. When nobody wins or loses, nobody cares. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	8 Customers remember friendly, welcoming, personalized experiences. <i>-From Chocolates on the Pillow Aren't Enough, by Jonathan M. Tisch with Karl Weber</i>	9 Handwritten notes make a powerful impression; they say you care. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	10 Talk to other businesspeople; their experiences are valuable.	11 Generate excitement in what you are selling. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	12
13	14 Success is not a sprint; it is a marathon. Be persistent and never give up.	15 Successful managers focus on their most productive people and move out their low producers. <i>-From First, Break All the Rules, by Marcus Buckingham and Curt Coffman</i>	16 A positive attitude is contagious; spread it to others. <i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i>	17 Organizations offer great networking opportunities. Look for one where you have something to offer them and they have something to offer you. <i>-From Dig Your Well Before You're Thirsty, by Harvey Mackay</i>	18 The average person spends his or her money and saves little. Be an accumulator of assets, not material things.	19
20	21 Do not go where the path may lead. Go instead where there is no path... and leave a trail. <i>-Ralph Waldo Emerson</i>	22 Put your best people on your biggest opportunities, not your biggest problems. <i>-From First, Break All the Rules, by Marcus Buckingham and Curt Coffman</i>	23 Leadership rises and falls on communication. The best leaders listen, invite, and then encourage participation. <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>	24 Failure is an event, not a person. <i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i>	25 Inspiration comes from within but execution requires other people. <i>-From Dig Your Well Before You're Thirsty, by Harvey Mackay</i>	26
27	28 Customers are your most important assets; treat them like royalty. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	29 Satisfy people beyond their expectations and you will be successful.	30 Cherish your visions and dreams as they are the blueprint to your ultimate achievements. <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>	31 Never give a customer a reason not to pay you.	The first few words you speak reflect your attitude. Consider these responses: great, yes, no problem, we can solve that, I can help, I am sure there is a way, and consider it done. <i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i>	

APRIL 2011

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
MAR 2011 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	MAY 2011 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	Each of us has a dream placed in the heart; a vision deep inside that speaks to the very soul. It's the thing we were born to do. It draws on our talents and gifts. It appeals to our highest ideals. It is inseparably linked to our purpose in life. <i>From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>			1 If you are not doing it the RIGHT WAY, it is because you don't know enough or you don't care enough.	2
3	4 Do not blame the path—change the path. Do not blame the situation—change the situation. <i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i>	5 Everyday you must filter out time wasters and focus on doing what affects the bottom line. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	6 Never let your possessions define who you are; focus on acquiring knowledge and experiences.	7 Invest time today in teaching someone a new skill to empower him or her to go to the next level. <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>	8 A positive attitude requires taking responsibility for yourself and your actions. <i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i>	9
10	11 Learn to trust yourself and ignore others. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	12 Never stop working to lower your breakeven point.	13 Be remarkable enough to be talked about... or become invisible. <i>-From The Purple Cow, by Seth Godin</i>	14 Whether you think you can or you think you can't—you are right. The mind more than anything else, determines how far you can go on the journey to success. <i>-Henry Ford</i>	15 As a leader, to get others to sacrifice you must model sacrifice. <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>	16
17	18 Change and adapt to market conditions or become obsolete. <i>-From True North, by Bill George</i>	19 People don't plan to fail; they fail to plan. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	20 Leaders are not afraid to utilize a follower's idea. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	21 Do not talk about what you are going to do. DO IT! <i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i>	22 Focus on solutions, not problems.	23
24 Easter	25 When you raise the bottom level of employees, you raise the top. <i>-From The Great Game of Business, by Jack Stack with Bo Burlingham</i>	26 Differentiate! Get as far away from the competition as possible.	27 Leaders have all climbed over obstacles that have held back lesser people. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	28 A simple smile will reveal your positive attitude without saying a word. <i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i>	29 Discipline is the foundation to success.	30

MAY 2011

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY																																																																																				
1	2 There is no one who isn't capable of doing more than he thinks he can do. <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>	3 Dare to be different! Following the herd only leads to mediocrity. <i>-From The Purple Cow, by Seth Godin</i>	4 Think before you speak; your goal is to get a positive response. <i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i>	5 Your customers deserve better than a voice machine. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	6 URGENCY—all successful people live it.	7																																																																																				
8	9 The essence of empowerment is when employees make decisions concerning that which most directly affect themselves. <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>	10 The more power you have, the less you should use it. <i>-From True North, by Bill George</i>	11 Rather than looking for someone to blame, look for deficiencies in your business processes. <i>-From The E-Myth Revisited, by Michael E. Gerber</i>	12 The picture you have of yourself is what you will become. <i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i>	13 Train your receptionist for tone of voice and attitude, as he or she is the image of your company. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	14																																																																																				
15 Mother's Day	16 When customers know you care, they will be loyal. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	17 Repeat successful patterns.	18 Consistency in advertising builds consumer confidence. Confidence builds sales. <i>-From Guerilla Marketing, by Jay Conrad Levinson</i>	19 Celebrate successes early and often. <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>	20 Look in the mirror whenever something goes wrong. <i>-From True North, by Bill George</i>	21																																																																																				
22	23 Giving direct orders creates resentment. <i>-From How to Win Friends and Influence People, by Dale Carnegie</i>	24 Work as hard to take care of the customer after the sale as you do making the sale. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	25 Hard work makes luck. <i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i>	26 Leading is not managing. You manage things or events; you lead people. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	27 Celebrate employee successes regularly by delivering congratulations and appreciation.	28																																																																																				
29	30 Memorial Day Failing to write a marketing plan is planning to let your competition win. <i>-From Guerilla Marketing, by Jay Conrad Levinson</i>	31 It is smart to start small.	<p>Successful people embrace the high road and make excellence their goal. They care more than others think wise. They risk more than others think safe. They dream more than others think practical. They expect more than others think necessary. They work more than others think necessary.</p> <p><i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i></p>		<p style="text-align: center;">APR 2011</p> <table> <tr><td>S</td><td>M</td><td>T</td><td>W</td><td>T</td><td>F</td><td>S</td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td>1</td><td>2</td></tr> <tr><td>3</td><td>4</td><td>5</td><td>6</td><td>7</td><td>8</td><td>9</td></tr> <tr><td>10</td><td>11</td><td>12</td><td>13</td><td>14</td><td>15</td><td>16</td></tr> <tr><td>17</td><td>18</td><td>19</td><td>20</td><td>21</td><td>22</td><td>23</td></tr> <tr><td>24</td><td>25</td><td>26</td><td>27</td><td>28</td><td>29</td><td>30</td></tr> </table>	S	M	T	W	T	F	S						1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	<p style="text-align: center;">JUN 2011</p> <table> <tr><td>S</td><td>M</td><td>T</td><td>W</td><td>T</td><td>F</td><td>S</td></tr> <tr><td></td><td></td><td></td><td>1</td><td>2</td><td>3</td><td>4</td></tr> <tr><td>5</td><td>6</td><td>7</td><td>8</td><td>9</td><td>10</td><td>11</td></tr> <tr><td>12</td><td>13</td><td>14</td><td>15</td><td>16</td><td>17</td><td>18</td></tr> <tr><td>19</td><td>20</td><td>21</td><td>22</td><td>23</td><td>24</td><td>25</td></tr> <tr><td>26</td><td>27</td><td>28</td><td>29</td><td>30</td><td></td><td></td></tr> </table>	S	M	T	W	T	F	S				1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30		
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JUNE 2011

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
MAY 2011 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	JUL 2011 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31		1 It is not what you say; it is how you say it. <i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i>	2 If you want to triple your successes, you need to triple your failures. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	3 Your chances for success are greater if you know what successful business models look like.	4
5	6 Success requires sacrifice.	7 People must buy into the leader before they buy into the vision. Start with building relationships with your followers. <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>	8 Never say anything that diminishes a person in his or her own eyes. <i>-From How to Win Friends and Influence People, by Dale Carnegie</i>	9 Every achievement begins with building up someone's self-confidence. <i>-From Good to Great, by Jim Collins</i>	10 Ordinary people can deliver extraordinary results when they operate in efficient business processes. <i>-From The E-Myth Revisited, by Michael E. Gerber</i>	11
12	13 When people are involved in the planning they become motivated. <i>-From The Great Game of Business, by Jack Stack with Bo Burlingham</i>	14 Celebrate company accomplishments together.	15 Get out from behind your desk! Go out and talk to your employees and educate yourself. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	16 Ask your employees what inspires them, and then listen.	17 Create a growth environment around yourself with people from whom you can learn. <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>	18
19 Father's Day	20 It is important to get the right people on the bus, however, it is more important to get the right people in the right seat on the bus. <i>-From First, Break All the Rules, by Marcus Buckingham and Curt Coffman</i>	21 Successful leaders do not talk about their values; they practice them. <i>-From True North, by Bill George</i>	22 Communicate and give feedback often. Coming together is a beginning, staying together is progress and working together is success.	23 To have the best company you have to hire the best people.	24 Save people time—you will be financially rewarded. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	25
26	27 Success starts with knowing who your customer is, and what they really want.	28 Sales clerks answer questions while professional salespeople sell benefits, solve objections, and close sales.	29 Change begins at the top. <i>-From The Great Game of Business, by Jack Stack with Bo Burlingham</i>	30 Marketing your company occurs every time a prospect or customer touches your company. <i>-From Chocolates on the Pillow Aren't Enough, by Jonathan M. Tisch with Karl Weber</i>	Successful people do what unsuccessful people do not do. Successful people live outside their comfort zones, are consistent, are players that stay in the action, know how to access information, and are always learning. <i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i>	

JULY 2011

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
JUN 2011 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30	AUG 2011 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	Every day we are do-it-yourself carpenters. We build the houses we live in a day at a time. The attitudes we embrace and the daily choices we make determine the type of houses we will live in tomorrow. The famous rabbi, Hillel the Elder said, "Watch your words, as they become your actions. Watch your actions as they become your habits. Watch your habits as they become your character. Watch your character for it will become your destiny." <i>-Article in Harvey Mackay's newspaper column</i>			1 If you think investing time and money in gaining knowledge is not for you, try ignorance. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	2
3	4 Independence Day If you have a proprietary product that people want, you can take that to the bank.	5 Great managers look inward to recognize each individual's differences to determine his or her unique motivational buttons to push.	6 When employees set their own targets, they usually achieve them. <i>-From The Great Game of Business, by Jack Stack with Bo Burlingham</i>	7 Everyone wants to feel important; lavish people with praise and compliments. <i>-From How to Win Friends and Influence People, by Dale Carnegie</i>	8 Every customer complaint is an opportunity to grow your business.	9
10	11 Success will find you when your passions serve others and not yourself. <i>-From True North, by Bill George</i>	12 If you don't put people in their strength zones, you're making it almost impossible for them—and you—to win. <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>	13 Don't worry if your customers are not being properly recognized because your competition will be doing it for you. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	14 Celebrate successes early and often. <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>	15 If you fail to measure the results of your advertising, you cannot manage its future success.	16
17	18 The language you use with others affects thinking; thinking affects behavior.	19 Winning employee attitudes are built by building pride in what they do, pride in themselves, and pride in the company. <i>-From The Great Game of Business, by Jack Stack with Bo Burlingham</i>	20 Even the best salespeople need the right tools, information, and support to succeed.	21 Talk about your own mistakes before pointing out the mistakes of others. <i>-From The Great Game of Business, by Jack Stack with Bo Burlingham</i>	22 Attempting to impose one best way to do a job is a productivity killer. <i>-From First, Break All the Rules, by Marcus Buckingham and Curt Coffman</i>	23
24	25	26 Knowledge is powerful when it is put into action.	27 The numbers on your financial statement are affected by every action of every employee.	28 If you focus on employee happiness, individual creative thinking, and keeping employees well informed, you will reap unexpected rewards. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	29 The "DEAL" is only as good as the people with whom you are dealing. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	30
30	31					

AUGUST 2011

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
	1 Think about your last disagreement; how did you respond? Your response tells you the distance between your attitude and a positive one. <i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i>	2 Sales people that excel keep their customers' needs at the top of the priority list. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	3 Paying bonuses without financial performance is a productivity killer. <i>-From The Great Game of Business, by Jack Stack with Bo Burlingham</i>	4 Do it right and people will pay more. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	5 Deal with financial problems in the short run or deal with a financial crisis later.	6
7	8 To influence people, talk about what they want and then show them how to get it. <i>-From How to Win Friends and Influence People, by Dale Carnegie</i>	9 Success is a journey. If you start by focusing on the journey rather than the destination or the goal, you have the opportunity to become a success today. <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>	10 Empowering people means you don't steal their responsibility. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	11 The business world does not judge on effort, only on results. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	12 True direction is born with a vision. It begins when a leader accepts it. It gains acceptance when the leader models it. And it becomes reality when the people respond to it. <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>	13
14	15 Compromise is wrong if it means sacrificing your principles. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	16 Substitute the words, "Thank you," for "I am sorry." Thank you expresses a positive attitude, an acceptance, and a willingness to take action. <i>-From Little Gold Book of YES! Attitude, by Jeffery Gitomer</i>	17 Smile often; your day usually goes in the direction of the corners of your mouth. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	18 When you give your people knowledge, decision-making ability, and a piece of the financial outcome, you will give employees an attitude of ownership and the motivation to win. <i>-From The Great Game of Business, by Jack Stack with Bo Burlingham</i>	19 Customers vote with their pocketbooks every day. Are you winning? <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	20
21	22 Never make a decision quickly from the top of your head or the bottom of your heart. It is the RESULT of the decision with which you will have to live. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	23 Knowing what people need and want is the key to understanding them. If you can understand them, you can impact their lives in a positive way. <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>	24 Little minds talk about people; great minds talk about ideas. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	25 People of influence understand the incredible value of good listening. The ability... shows respect, builds relationships, increases knowledge, generates ideas, and builds loyalty. <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>	26 Leaders are not afraid to surround themselves with quality people or high achievers. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	27
28	29 You may have great products and services, but unless you can communicate well, you're doomed. <i>-Matt Michel</i>	30 The bottom line in leadership is how far we advance others. The law of addition asks one simple question: Are you making things better for the people who follow you? <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>	31 When you have a passion for a product, selling is the natural by-product of sharing the love. <i>-Kae Groshong</i>	<div> JUL 2011 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 </div>		<div> SEP 2011 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 </div>

SEPTEMBER 2011

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
AUG 2011 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	OCT 2011 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31			1 Pride in your work and pride in a clean workplace go hand-in-hand. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	2 Successful people have the determination, the will, and the drive to do the things unsuccessful people will not do. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	3
4	5 Labor Day If you really want to achieve your dreams—fail early, fail often, but always fail forward. Turn your mistakes into stepping-stones for success. <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>	6 Business grows best in small increments. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	7 Don't start your day until you have it finished on paper first. <i>-Jim Rohn</i>	8 At the age of three, we all possessed three important skills to make the sale: persistence, creativity, and the ability to ask one question after another. <i>-Dirk Zeller</i>	9 People require outside encouragement. Encouragement is oxygen to the soul. Encouragement helps people reach their potential. <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>	10
11	12 To be successful you must stand out from the crowd; if it is a tie, you lose. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	13 When you catch someone doing something right and praise them for it, it gives them positive reinforcement. It helps tap into their potential and want to do better. <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>	14 If I say it, they can doubt me. If they say it, it's true. <i>-Tom Hopkins</i>	15 Take your work seriously, but don't take yourself seriously. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	16 Leaders have a consistent course which inspires trust and confidence. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	17
18	19 There are no jobs until someone makes a sale. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	20 If you are not asking for advice, you are missing an opportunity to learn. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	21 Always give people more than what they expect to get. <i>-Nelson Boswell</i>	22 Those who know how to win are more numerous than those who know how to make proper use of their victories. <i>-Polybius</i>	23 No man is wise enough by himself. <i>-Plautus</i>	24
25	26 Have patience. All things are difficult before they become easy. <i>-Saadi Shirazi</i>	27 You are judged by what you finish, not what you start. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	28 Treat people as if they were what they ought to be and you help them to become what they are capable of being. <i>-Johann Wolfgang von Goethe</i>	29 Mountain tops inspire leaders but valleys mature them. <i>-Winston Churchill</i>	30 It's not your customer's job to remember you. It is your obligation and responsibility to make sure they don't have the chance to forget you. <i>-Patricia Fripp</i>	

OCTOBER 2011

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
SEP 2011 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30	NOV 2011 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30	<p>You must grow yourself before you can grow your business. Jack Welch said, "before you are a leader, success is all about growing yourself. When you become a leader, success is all about growing others." <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i></p>				1
2	3 The best way to help yourself is to help others. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	4 When you need to carry on a dialog with someone, remove the barrier of sitting behind your desk. <i>-From Authentic Leadership, by Bill George</i>	5 Making people feel important is precisely what a leader is paid for – because making people feel important motivates them to do better work. <i>-From The Mary Kay Way, by Mary Kay Ash</i>	6 Never mistake activity for achievement. <i>-John Wooden</i>	7 Many small things has been made large by the right kind of advertising. <i>-Mark Twain</i>	8
9	10 Columbus Day The difference between a successful person and others is not a lack of strength, not a lack of knowledge, but rather a lack of will. <i>-Vince Lombardi</i>	11 A salesman minus enthusiasm is just a clerk. <i>-Harry F. Banks</i>	12 By failing to prepare, you are preparing to fail. <i>-Benjamin Franklin</i>	13 As you travel down life's highway... whatever be your goal, you cannot sell a doughnut without acknowledging the hole. <i>-Harold J. Shayler</i>	14 Being on par in terms of price and quality only gets you into the game. Service wins the game. <i>-Tony Alessandra</i>	15
16	17 Many people have ideas on how others should change; few people have ideas on how they should change. <i>-Leo Tolstoy</i>	18 Nobody rises to low expectations. <i>-Calvin Lloyd</i>	19 If it's a good idea, go ahead and do it. It is much easier to apologize than it is to get permission. <i>-Grace Hopper</i>	20 It is not fair to ask of others what you are unwilling to do yourself. <i>-Anna Eleanor Roosevelt</i>	21 Are you selling what you want to sell, or are you selling what they want to buy? <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	22
23	24	25	26	27	28	29
30	31 Halloween	When I was young I observed that nine out of ten things I did were failures, so I did ten times more work. <i>-George Bernard Shaw</i>	Believe you will succeed and you will. <i>-Dale Carnegie</i>	Your big opportunity may be right where you are now. <i>-Napoleon Hill</i>	A manager should never make a promise unless he is absolutely certain that it will be done. <i>-From Authentic Leadership by Bill George</i>	

NOVEMBER 2011

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
OCT 2011 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	DEC 2011 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	1 By praising people to success... we awaken sleeping giants that are within people. And huge success happens from there. <i>-Cheryl Warfield</i>	2 Always think in terms of what is best for your employees and customers and success will seek you out. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	3 When creating new products... know what your customers want before you create it rather than focusing on creating demand after it has been created. <i>-From Authentic Leadership by Bill George</i>	4 Only with positive feedback can energy grow. <i>-Maria brausen-Drogosch</i> Martin Luther King, Jr. Day	5
6	7 Information is more valuable than instincts; talk to your customers more often. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	8 We don't use people to build our businesses; we use our business to build people. <i>-Arlene Lenarz</i>	9 Don't be afraid of going slowly. Only be afraid of standing still. <i>-By MBA in a BOOK, by Leslie Pockell</i>	10 Opportunity is missed by most people because it comes dressed on overalls and looks like work. <i>-Thomas Edison</i>	11 Veterans Day The most important thing in life is not to capitalize on your successes – anyone can do that. The really important thing is to profit from your mistakes. <i>-William Bolitho</i>	12
13	14 One important key to success is self confidence. An important key to self-confidence is preparation. <i>-Arthur Ashe</i>	15 It is counterproductive to have salespeople performing duties that have nothing to do with sales. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	16 When you are prepared, you are more confident. When you have a strategy, you're more comfortable. <i>-Fred Couples</i>	17 If I can tell you one thing: remember that it's not what and how you sell something that's important, it's what and how your customer wishes to buy that's important. <i>-Freeman Gosden</i>	18 There is a tremendous value in being a resource for your client. If you can help them to succeed then they are more likely to help you succeed. <i>-Lee Ann Obringer</i>	19
20	21 To lead people, walk beside them... As for the best leaders, the people do not notice their existence. When the best leaders work is done the people will say, "We did it ourselves!" <i>-Lao-tse</i>	22 You've got to jump off cliffs all the time and build your wings on the way down. <i>-Ray Bradbury</i>	23 In simplest terms, a leader is one who knows where he wants to go, and goes. <i>-John Erksine</i>	24 Thanksgiving Day Do you wish to rise? Begin by descending. You plan a tower that will pierce the clouds? Lay first the foundation of humility. <i>-St. Augustine</i>	25 The trouble is, if you don't risk anything, you risk even more. <i>-Erica Jong</i>	26
27	28 Leaders lead with a sense of achieving goals. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>	29 Every sale has five basic obstacles: no need, no money, no hurry, no desire, no trust. <i>-Zig Zigler</i>	30 Never offer corrective actions without sandwiching it between two layers of praise. <i>-From Authentic Leadership, by Bill George</i>	The greatest achievers in life are people who set goals for themselves and then work hard to reach them. What they get by reaching the goals is not nearly as important as what they become by reaching them. <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>		

DECEMBER 2011

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
NOV 2011 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30	JAN 2012 S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	Customer satisfaction is a moving target; if you don't move with it, you will miss the target. <i>-From Pushing the Envelope All the Way to the Top, by Harvey Mackay</i>		1 The real achievers in this world are those who follow through in all things, big and small. <i>-From Authentic Leadership, by Bill George</i>	2 Simply find out what your people wish to achieve, and everything in your power to help them achieve it. <i>-From The Mary Kay Way, by Mary Kay Ash</i>	3
4	5 Twenty percent of your products will generate eighty percent of your income. Twenty percent of your income will require eighty percent of your resources. <i>-Vilfredo Pareto</i>	6 It is not how much you make that counts, but how much money you keep. <i>-Robert Kiyosaki</i>	7 Become a process thinker. Getting ready requires thinking ahead so that you recognize now what you will need later. Focus on solid preparation today. <i>-From The Maxwell Daily Reader on Leadership, by John C. Maxwell</i>	8 Sometimes your best investments are the ones you don't make. <i>-W.H. Auden</i>	9 It's not what you pay a man but what he costs you that counts. <i>-Will Rogers</i>	10
11	12 Anybody can cut price, but it takes brains to produce a better product or service. <i>-P.D. Armour</i>	13 There is no security on this earth. There is only opportunity. <i>-Douglas MacArthur</i>	14 There's nothing greater in the world than when somebody on the team does something good, and everybody gathers around to pat him on the back. <i>-Billy Martin</i>	15 We are what we repeatedly do. Excellence, then, is not an act, but a habit. <i>-Aristotle</i>	16 Many a small thing has been made large by the right kind of advertising. <i>-Mark Twain</i>	17
18	19 By helping others set goals and following through to assist them in making a plan to achieve those goals, we are being good leaders and mentors. <i>-From Authentic Leadership, by Bill George</i>	20 Whenever I meet someone, I try to imagine him or her wearing an invisible sign that says: MAKE ME FEEL IMPORTANT! <i>-From The Mary Kay Way, by Mary Kay Ash</i>	21 Sell to the person who has the authority to make the deal. <i>-From Pushing the Envelope All the Way to the Top by Harvey Mackay</i>	22 In an hierarchical organization every employee tends to rise to his level of incompetence. <i>-Lawrence Peter.</i>	23 There is no substitute for accurate knowledge. Know yourself, know your business, know your men. <i>-Randall Jacobs</i>	24 Christmas Eve
25 Christmas Day	26 Surround yourself with the best people you can find, delegate authority, and don't interfere. <i>-Ronald Reagan</i>	27 I don't measure a man's success by how high he climbs, but how high he bounces when he hits bottom. <i>-George S. Patton</i>	28 Motivation is a fire from within. If someone else tries to light that fire under you, chances are it will burn very briefly. <i>-Stephen R. Covey</i>	29 Always bear in mind that our own resolution to succeed is more important than any other one thing. <i>-Abraham Lincoln</i>	30 All things being equal, people will do business with, and refer business to, those people they know, like, and trust. <i>-Bob Burg</i>	31