

Business Development Tool

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Prospects & Clients.

Increase your business ...
as a result.

From
Steve Drozdeck
www.KoachesKorner.com

Benjamin Franklin's 13 Virtues

Desiring to better himself, at the age of 20, Benjamin Franklin determined to improve his character by strengthening or developing 13 character traits which he believed any great man should possess. He wrote them in a notebook, and spending a week in turn on each, worked on each virtue until his death, sixty-six years later. Few men have achieved one tenth as much in their lives.

Temperance: Eat not to dullness and drink not to excess.

Silence: Speak not but what may benefit others or yourself.

Order: Let all your things have their places. Let each part of your business have its time.

Resolution: Resolve to perform what you ought. Perform without fail what you resolve.

Frugality: Make no expense but to do good to others or yourself: i.e., waste nothing.

Industry: Lose no time. Be always employed in something useful. Cut off all unnecessary actions.

Sincerity: Use no harmful deceit. Think innocently and justly; and, if you speak, speak accordingly.

Justice: Wrong none, either by doing injuries or omitting benefits that are your duty.

Moderation: Avoid extremes. Forbear resenting injuries so much as you think they deserve.

Cleanliness: Tolerate no uncleanness in body, clothes, or habitation.

Tranquility: Be not disturbed at trifles, or accidents common or unavoidable.

Chastity: Rarely use venery but for health or offspring. Never to dullness, weakness, or injury of your own or another's reputation.

Humility: Imitate Jesus and Socrates.

THE SEVEN WONDERS OF THE WORLD!

A group of students were asked to list what they thought were the present "Seven Wonders of the World."

Though there were some disagreements, the following received the most votes:

1. Egypt's Great Pyramids
2. Taj Mahal
3. Grand Canyon
4. Panama Canal
5. Empire State Building
6. St Peter's Basilica
7. China's Great Wall

While gathering the votes, the teacher noted that one student had not finished her paper yet. So she asked the girl if she was having trouble with her list. The girl replied, "Yes, a little. I couldn't quite make up my mind because there were so many."

The teacher said, "Well, tell us what you have, and maybe we can help." The girl hesitated, then read, "I think the 'Seven Wonders of the World' are:

1. To See
2. To Hear
3. To Touch
4. To Taste
5. To Feel
6. To Laugh
7. And, to Love."

The room was so quiet you could have heard a pin drop.

The things we overlook as simple and ordinary and that we take for granted are truly wondrous! A gentle reminder - - that the most precious things in life cannot be built by hand or bought by someone.

To Achieve Your Dreams

Remember Your ABC's

Avoid negative sources, people, places, things, and habits. Help them overcome their negativity, if you can.

Believe in yourself.

Consider things from every angle.

Don't give up and don't give in.

Enjoy life today, yesterday is gone, tomorrow may never come.

Family and friends are hidden treasures, seek them and enjoy their riches.

Give more than you planned to.

Hang on to your dreams.

Ignore those who try to discourage you.

Just do it.

Keep trying no matter how hard it seems, it will get easier.

Love yourself first and most- also love others.

Make it so.

Never lie, cheat or steal, always strike a fair deal.

Open your eyes and see things as they really are.

Ppractice makes perfect.

Quitters never win and winners never quit.

Read, study and learn - constantly improve

Stop procrastinating.

Take control of your own destiny.

Understand yourself in order to better understand others.

Visualize it.

Want it more than anything.

Xcellerate your efforts.

You are unique of all God's creations, nothing can replace YOU. YOU are important.

Zero in on your target and go for it!

Author Unknown

The word that allows yes,
The word that makes no possible,
The word that puts the free in freedom and takes the obligation
out of love
The word that throws the window open after the final door is
closed
The word upon which all adventure,
all exhilaration, all meaning, all honor depends
The word that the cocoon whispers to the caterpillar
The word that separates that which is dead from that which is
living.
In the beginning was the word
and the word was
CHOICE.

A poem in part. From *Still Life With Woodpecker* by Tom Robbins

Count Your Blessings

*I sighed because the day was dark
— and then I met a child who had no eyes.*

*I complained because the walk was long
— until I met a man who had no legs.*

*I prayed for wealth beyond my need
— and then I met a poor soul with no bread at
all.*

Oh, God, forgive me for the world is mine.

Author Unknown

DREAMS

The first day of school our professor introduced himself and challenged us to get to know someone we didn't already know. I stood up to look around when a gentle hand touched my shoulder. I turned around to find a wrinkled, little old lady beaming up at me with a smile that lit up her entire being.

She said, "Hi handsome. My name is Rose. I'm eighty-seven years old. Can I give you a hug?" I laughed and enthusiastically responded, "Of course you may!" and she gave me a giant squeeze.

"Why are you in college at such a young, innocent age?" I asked. She jokingly replied, "I'm here to meet a rich husband, get married, have a couple of kids.."

"No seriously," I asked.

I was curious what may have motivated her to be taking on this challenge at her age.

"I always dreamed of having a college education and now I'm getting one!" she told me.

After class we walked to the student union building and shared a chocolate milkshake. We became instant friends. Every day for the next three months we would leave class together and talk nonstop. I was always mesmerized listening to this "time machine" as she shared her wisdom and experience with me.

Over the course of the year, Rose became a campus icon and she easily made friends wherever she went. She loved to dress up and she reveled in the attention bestowed upon her from the other students. She was living it up.

At the end of the semester we invited Rose to speak at our football banquet.

I'll never forget what she taught us. She was introduced and stepped up to the podium. As she began to deliver her prepared speech, she dropped her three by five cards on the floor. Frustrated and a little embarrassed she leaned into the microphone and simply said, "I'm sorry I'm so jittery. I gave up beer for Lent and this whiskey is killing me! I'll never get my speech back in order so let me just tell you what I know.

As we laughed she cleared her throat and began, "We do not stop playing because we are old; we grow old because we stop playing.

"There are only four secrets to staying young, being happy, and achieving success. You have to laugh and find humor every day. You've got to have a dream. When you lose your dreams, you die. We have so many people walking around who are dead and don't even know it! There is a huge difference between growing older and growing up. If you are nineteen years

old and lie in bed for one full year and don't do one productive thing, you will turn twenty years old.

“If I am eighty-seven years old and stay in bed for a year and never do anything I will turn eighty-eight. Anybody can grow older. That doesn't take any talent or ability. The idea is to grow up by always finding the opportunity in change. Have no regrets. The elderly usually don't have regrets for what we did, but, rather for things we did not do. The only people who fear death are those with regrets.”

She concluded her speech by courageously singing Bette Midler's "The Rose." She challenged each of us to study the lyrics and live them out in our daily lives.

At the year's end Rose finished the college degree she had begun all those years ago. One week after graduation Rose died peacefully in her sleep.

Over two thousand college students attended her funeral in tribute to the wonderful woman who taught by example that it's never too late to be all you can possibly be.

REMEMBER, GROWING OLDER IS MANDATORY. GROWING UP IS OPTIONAL.

Bette Midler – The Rose Lyrics

Some say love, it is a river
that drowns the tender reed.
Some say love, it is a razor
that leaves your soul to bleed.
Some say love, it is a hunger,
an endless aching need.
I say love, it is a flower,
and you it's only seed.

It's the heart afraid of breaking
that never learns to dance.
It's the dream afraid of waking
that never takes the chance.
It's the one who won't be taken,
who cannot seem to give,
and the sould afraid of dyin'
that never learns to live.

When the night has been too lonely
and the road has been too long,
and you think that love is only
for the lucky and the strong,
just remember in the winter
far beneath the winter snows
lies the seed that with the sun's love
in the spring becomes the rose.

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"Insanity is doing
the same thing
over and over again;
each time expecting
a different result"

*"The significant problems we
face cannot be solved
at the same level
of thinking we
were at when
we created
them."*

Albert Einstein (1879-1955)

What is a “Good Friend”?

1. In kindergarten, your idea of a good friend was the one who let you have the red crayon, when all that was left was the ugly black one.
2. In first grade your idea of a good friend was the person who went to the bathroom with you and held your hand as you walked through the scary halls.
3. In second grade your idea of a good friend was the person who helped you stand up to the class bully.
4. In third grade your idea of a good friend was the person who shared their lunch with you when you forgot yours on the bus.
5. In fourth grade your idea of a good friend was the person who was willing to switch square dancing partners in gym so you wouldn't have to do-si-do with nasty Nick or stank Susan.
6. In fifth grade your idea of a good friend was the person who saved a seat for you at the back of the bus.
7. In sixth grade your idea of a good friend was the person who went up to Nick or Susan, your new crush, and asked them to dance with you, so that if they said no you wouldn't feel so embarrassed.
8. In seventh grade your idea of a good friend as the person who let you copy the social studies homework from the night before that you had forgotten about.
9. In eighth grade your idea of a good friend was the person who helped you pack up your stuffed animals and baseball cards so that your room would be a "high schoolers room" and didn't laugh at you when you finished and burst into tears.
10. In ninth grade your idea of a good friend was the person who went with you to that "cool" party being thrown by a senior so you wouldn't be the only freshman there.
- 11 .In tenth grade your idea of a good friend was the person who changed their schedule just so you would have someone to sit next to at lunch.
- 12.In eleventh grade your idea of a good friend was the person who gave you rides in their new car, convinced your parents you shouldn't be grounded, consoled you when you broke up with Nick or Susan, and found you a date to the prom.

13. In twelfth grade your idea of a good friend was the person who helped you pick out a college, assured you would get into that college, helped you deal with your parents who were having a hard time adjusting to the idea of letting you go.

14. At graduation your idea of a good friend was the person who was crying on the inside but managed the biggest smile one could give as they congratulated you.

15. The summer after twelfth grade your idea of a good friend was the person who helped you clean up the bottles from that party, helped you sneak out of the house when you couldn't deal with your parents, assured you that you and Nick or you and Susan were together, you could make it through anything, helped you pack up for college and silently hugged you as you looked through blurry eyes at 18 years of memories you were leaving behind, and finally on those last few days of childhood, went out of their way to come over and send you off with a hug, a lot of memories, reassurance that you would make it in college as well as you had these past 18 years, and most of all most importantly to send you off to college knowing you were loved.

16. Now, your idea of a good friend is the person who gives you the best of two choices, holds your hand when you're scared, helps you fight off those who take advantage of you, thinks of you at times when you are not there, reminds you of what you have forgotten, helps you put the past behind you but understands when you need to hold onto it a little longer, stays with you so that you have confidence, goes out of their way to make time for you, helps you clear up your mistakes, helps you deal with the pressures from others, smiles for you when they are sad, helps you become a better person, and most of all, loves you!

-- Author unknown

Growth is the process of
responding positively to
change.

Grappling with hardships,
trouble, and calamity; facing

Growth

adversity in a spirit of
determination and courage;
loving and not being crushed
by broken hopes; holding our
head high, having done our
best --- this is growth.

Victory Formula

by Lou Holtz

1) Do Right.

You Know what's right, you know what's wrong.

2) Do Your Best.

It is not enough to be born with the skill of an All-American. In order to succeed day in day out, each individual must strive to do the best that they possibly can.

3) Treat Others as you Want to be Treated.

I have never seen a business, a family, an organization, or a foot ball team that cannot be turned around if you can generate love, mutual appreciation, and fellow feelings.

4) Set Goals.

You have to have something that you wish to obtain. Everybody has to understand what we are trying to accomplish. Why are we here?

5) Accept Your Role.

Not everyone can be the number-one quarterback at Notre Dame. But in order for the team to succeed, everybody from the water boy to the coach has to accept the hand he or she has been dealt and make the best of it.

6) Practice Fundamentals.

Our whole program is based on doing the little things the right way. Let the little things slide, and the whole foundation of your organization will collapse.

7) Believe in Yourself.

I want a group of players that believe in themselves. You can't be a great coach, a great football player, or a great entrepreneur if you don't have faith in yourself.

8) Care About People.

Teamwork is the foundation of success. The three universal questions that an individual asks of his coach, player, employee, employer are: Can I trust you? Are you committed to excellence? And, do you care about me?

9) Overcome Adversity.

There is one thing in life that is universal. You're going to have problems, so be prepared for them.

10) Don't Flinch.

Believe that you're going to succeed. You cannot flinch, you cannot let people think that you are seriously in jeopardy of failure.

NAIL IN THE FENCE

There once was a little girl who had a bad temper. Her mother gave her a bag of nails and told her that every time she lost her temper, she must hammer a nail into the back of the fence.

The first day the girl had driven 37 nails into the fence. Over the next few weeks, as she learned to control her anger, the number of nails hammered daily gradually dwindled down. She discovered it was easier to hold her temper than to drive those nails into the fence.

Finally the day came when the girl didn't lose her temper at all. She told her mother about it and the mother suggested that the girl now pull out one nail for each day that she was able to hold her temper. The days passed and the young girl was finally able to tell her mother that all the nails were gone. The mother took her daughter by the hand and led her to the fence.

She said, "You have done well, my daughter, but look at the holes in the fence. The fence will never be the same. When you say things in anger, they leave a scar just like this one." You can put a knife in a person and draw it out. It won't matter how many times you say "I'm sorry", the wound is still there. A verbal wound is as bad as a physical one.

Friends are very rare jewels, indeed. They make you smile and encourage you to succeed. They lend an ear, they share words of praise and they always want to open their hearts to us.

Until one is committed, there is hesitancy, the chance to draw back, always ineffectiveness. Concerning all acts of initiative (and creation), there is one elementary truth -- the ignorance of which kills countless ideas & splendid plans: that the moment one definitely commits oneself, then Providence moves, too.

All sorts of things occur to help one that would never otherwise have occurred. A whole stream of events issues from the decision, raising in one's favor all manner of unforeseen incidents & meetings & material assistance, which no man could have dreamed would have come his way.

Whatever you can do, or dream you can, begin it. Boldness has genius, power and magic in it. Begin it now.

-- Goethe

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