



## **What You Desire and Think, Becomes What You Say and Do ... (3-10)**

### **What are Some Life Truths?**

Below are statements from people that have succeeded in their prospective life areas and professions. When you read these quotes, really let them sink in, because they are true-life statements!

**"The key to developing people is to catch them doing something right."**

Ken Blanchard/Spencer Johnson

**"People who produce good results feel good about themselves."**

Ken Blanchard/Robert Lorber

**"Feedback is the breakfast of champions."**

Rick Tate

**"No one can make you feel inferior without your permission."**

Eleanor Roosevelt

**"Things not worth doing are not worth doing well."**

Ken Blanchard, William Oncken, and Hal Burrows

**"Success is not forever and failure is not fatal."**

Ken Blanchard/Don Shula

**"When you stop learning, you stop growing."**

Source Unknown

**"In life, what you resist persists."**

Werner Erhard

**"Don't work harder, work smarter."**

Unknown

**"Nice guys may appear to finish last, but usually they are running in a different race."**

Ken Blanchard/Norman Vincent Peale



**"What motivates people is what motivates people."**

Ken Blanchard/Norman Vincent Peale

**"If you want to know why your people are not performing well, step up to the mirror and take a peek."**

Ken Blanchard/Norman Vincent Peale

**"If you want your people to be responsible, be responsive to their needs."**

Ken Blanchard/Norman Vincent Peale

**"People with humility don't think less of themselves, they just think of themselves less."**

Ken Blanchard/Norman Vincent Peale

**"Never! Never! Never! Never! Give Up!"**

Winston Churchill

**"Trying is just a noisy way of not doing something."**

Source Unknown

**"You may fool the whole world down the pathway of life and get pats on your back as you pass, but your final reward will be heartaches and tears if you've cheated the man in the glass."**

Dale Wimbrow

**"Think big! Act big! Be big!"**

Norman Vincent Peale

**"Real communication happens when people feel safe."**

Ted Landgraf

**"All good performance starts with clear goals."**

Ken Blanchard

**"Without Vision the people perish."**

Proverbs 29:18



**"A river without banks is a large puddle."**

Ken Blanchard/John Carlos/Alan Randolph

**"Your game is only as good as your practice."**

Ken Blanchard/Don Shula

**"You get from people what you expect."**

Ken Blanchard

**"Never punish a learner."**

Ken Blanchard/Spencer Johnson

**"The only job security you have today is your commitment to continuous personal improvement."**

Source Unknown

**"There is no pillow as soft as a clear conscience."**

John Wooden

**"Positive thinkers get positive results because they are not afraid of problems."**

Ken Blanchard/Norman Vincent Peale

**"Servant leadership is more about character than style."**

Ken Blanchard

**"Leadership is not something you do to people. It's something you do with people."**

Ken Blanchard/Patricia Zigarmi/Drea Zigarmi

**"Walk your talk."**

Source Unknown

**"Knowing where you're going is the first step to getting there."**

Ken Blanchard

**What are You Thinking, Saying, and Doing?**



What are You Thinking and Believing?

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