

# Barbara Corcoran Quotes

*People, Motivational, Thinking, Home, Entrepreneur, Real, Jobs, House, Two,  
Kids, Building, Moving, Past, Sorry, Way, Believe, Ideas, Creative, Running,  
Differences*

A good organization is like a box of crayons. You need different colors of the spectrum, but all the crayons should fit in the box.

~Barbara Corcoran

My best successes came on the heels of failures.

~Barbara Corcoran

I have a theory and I really believe it. I think your worst weakness can become your greatest single strength.

~Barbara Corcoran

Don't be afraid to go for positions, jobs or take on clients just outside of your knowledge base. It's when you're uncomfortable that you learn and grow the most.

~Barbara Corcoran

If you stand back and analyze the best way to do something, you'll be standing there forever. Follow your gut and jump right in!

~Barbara Corcoran

The difference between successful people and others is how long they spend time feeling sorry for themselves.

~Barbara Corcoran

Home staging is no longer optional in this real estate market, it is a must!

~Barbara Corcoran

If you have an idea, immediately move on it. To start that fire and get it burning immediately...it's everything.

~Barbara Corcoran

I don't invest anymore in entrepreneurs who don't have charisma.

~Barbara Corcoran

Home staging used to be optional. Today, it's a necessity in selling a house.

~Barbara Corcoran

Don't you dare underestimate the power of your own instinct.

~Barbara Corcoran

The biggest challenge in business is not the competition, it's what goes on inside your own head

~Barbara Corcoran

Buy with your heart, not your head. You can look at all the aspects that make a purchase practical, but that kind of thinking makes it an investment rather than a home.

~Barbara Corcoran

Shark Tales: How I turned \$1,000 into a Billion Dollar Business.

~Barbara Corcoran

I hate entrepreneurs with beautiful business plans.

~Barbara Corcoran

Finding opportunity is a matter of believing it's there.

~Barbara Corcoran

The most expensive hobby a rich man could have is a boat, and the second most expensive hobby he could have is a very old house.

~Barbara Corcoran

People imitate their leader. Lead by example.

~Barbara Corcoran

Taking chances almost always makes for happy endings.

~Barbara Corcoran

When you're building a business, you're either all in, or you're not.

~Barbara Corcoran

Confidence is overrated. It's when we're uncomfortable and looking for answers that we learn and grow the most.

~Barbara Corcoran

Your people smarts will prove ten times more valuable than all the book smarts you can't get.

~Barbara Corcoran

If you're having fun, you wind up innovating.

~Barbara Corcoran

You steal the limelight, you steal the market share

~Barbara Corcoran

The most effective way to build a brand is not by spending millions in advertising, but by finding a clever way to keep your name in the press.

~Barbara Corcoran

The story of my billion-dollar business starts like this. I borrowed \$1,000 from a friend.

~Barbara Corcoran

In business, you're the Chief Salesman. Create a sense of demand, rather than waiting to have demand.

~Barbara Corcoran

Stop putting it off! Procrastination breeds guilt, guilt breeds depression, and depression breeds failure.

~Barbara Corcoran

When you feel stuck and can't seem to move ahead, always remember

that you don't have to get it right, you just have to get it going!

~Barbara Corcoran

Always choose attitude over experience. Always.

~Barbara Corcoran

Instead of assuming everything you're being told is the truth, ask plenty of questions.

~Barbara Corcoran

Take some time to sit down and figure out how your big rival is promoting their brand and plan something smarter and more creative for yours!

~Barbara Corcoran

Make sure you pick good people to build your business with, as they'll determine 80 percent of your success.

~Barbara Corcoran

Harebrained schemes often lead to great discoveries.

~Barbara Corcoran

Every single thing I learned about marketing and building my business, I learned from my mom, and she had never been in the workforce. She just had great practical sense.

~Barbara Corcoran

Don't get cocky just because you've had a good run. You can lose your business as fast as you've earned it.

~Barbara Corcoran

Good salesmanship is nothing more than maximizing the positive and minimizing the negative.

~Barbara Corcoran

Especially if you're over 40, shortening the term of your loan to pay it off sooner could make you mortgage-free in retirement.

~Barbara Corcoran

A funny thing happens in real estate. When it comes back, it comes back up like gangbusters.

~Barbara Corcoran

I've never had a really creative idea sitting at my desk. All the big ideas that made a difference happened when I was playing outside.

~Barbara Corcoran

Insecurity is a wonderful motivator.

~Barbara Corcoran

Buyers decide in the first eight seconds of seeing a home if they're interested in buying it. Get out of your car, walk in their shoes and see what they see within the first eight seconds.

~Barbara Corcoran

Empathy for the people you're working with and being aware of their needs...that's the "big kahuna" in managing people.

~Barbara Corcoran

The best time to expand is when people are asleep at the wheel.

~Barbara Corcoran

I did everything in my power to give my brokers brand identity and clout in the market. I saw my job as parent to build them up and if I took care of them, then they would take care of their customer.

~Barbara Corcoran

Leaders come in two flavors, expanders and containers. The best leadership teams have a mix of both.

~Barbara Corcoran

The power of publicity is more important than advertising.

~Barbara Corcoran

I've seen innovation come from something as simple as a resourceful multibillionaire who wanted to make even more money.

~Barbara Corcoran

A complainer is like a Death Eater because there's a suction of negative energy. You can catch a great attitude from great people.

~Barbara Corcoran

Figure out what past efforts amounted to nothing and label them your "not to do" list. Post the list where you'll see it.

~Barbara Corcoran

When you're in business, if you have some sort of gimmick it's a huge advantage.

~Barbara Corcoran

Innovation and creativity are the juiciest parts of running a business.

~Barbara Corcoran

I had probably seven agents by the time I became a legitimate real estate broker.

~Barbara Corcoran

If you get labeled a winner, people come along for the ride. Might as well enjoy it and they should too.

~Barbara Corcoran

When you're a big money earner and your husband isn't, it makes you question how feminine you are. I felt I was less feminine than if I was a

supporting wife, or a second fiddle, or 'Mrs. Higgins.

~Barbara Corcoran

If a house is priced appropriately, make a bid 10 percent below that amount.

~Barbara Corcoran

Refinancing doesn't reduce your debt, it just restructures it, so be clear about what you want to achieve with a refi.

~Barbara Corcoran

In New York City, the meek don't inherit the earth. The big mouth does.

~Barbara Corcoran

Everybody thinks that they're going to time the market, they're going to sharpshoot the market, and buy right at the bottom. The truth of the matter is that nobody is good at it.

~Barbara Corcoran

When you have chemistry with a potential hire, they will most likely become a great employee.

~Barbara Corcoran

You can't study to be an entrepreneur. Sometimes, you just have to jump.

~Barbara Corcoran

The wheels of justice - they're square wheels.

~Barbara Corcoran

If you want to have a creative culture, you can't get it by reading books. You get it by example.

~Barbara Corcoran



Become better at firing than hiring - it's crucial for building a business.

~Barbara Corcoran

Money is not the only thing that motivates employees. It's about making them happy.

~Barbara Corcoran

So many people are good at starts and not so good at finishing.

~Barbara Corcoran

I love myself. Anything that has my name I'm tickled to death.

~Barbara Corcoran

I got along with people very well at every job I had, people liked me and I liked them and I loved being on my feet.

~Barbara Corcoran

Don't teach talent that isn't there.

~Barbara Corcoran

I think of my business and investments as extension of my family.

~Barbara Corcoran

That ability to pop back up is true of anyone who succeeds in their field.

~Barbara Corcoran

Failure is my specialty.

~Barbara Corcoran

I have found, whether you have a tiny business or a big business, if you don't jump on something right away, it's like a bird flying by-it flies off.

~Barbara Corcoran

The difference between the real winners is how long they take to feel sorry for themselves. My winners feel it... but they come back up and say 'hit me again.'

~Barbara Corcoran

If your house has been on the market for more than four months, take it off the market and re-list it in two months as 'new.'

~Barbara Corcoran

The most influential factor in selling a home is always price. Don't build 'wiggle room' into the asking price. There's a price war out there and you have to win it from the get-go.

~Barbara Corcoran

If you want to be noticed, dress the part.

~Barbara Corcoran

All the best things that happened to me happened after I was rejected. I knew the power of getting past no.

~Barbara Corcoran

If someone doesn't fit in your company, you have an obligation to get rid of them, because you're holding them back from excelling elsewhere.

~Barbara Corcoran

I'm never in control of my time during the workday.

~Barbara Corcoran

No loan is free. The costs are in your loan somewhere, maybe rolled into the amount to be refinanced or even coming at a higher interest rate.

~Barbara Corcoran

I gave up years ago on the concept that you could actually have balance in your life, I think it's a phantom chase.

~Barbara Corcoran

Sex appeal is in the workplace every day of the week. I'm not saying that's the only calling card, but it's a whole crayon box.

~Barbara Corcoran

Your business is a part of yourself. Should it be? Who knows, but it sure feels that way. You can never really leave it.

~Barbara Corcoran

Refinancing your mortgage usually makes sense if you can lower your interest rate by at least two points. But the most important question to ask yourself is, how long will it take you to break even?

~Barbara Corcoran

My mother's genius was to put her finger on the gifts she saw in each of us, and make every one of us believe that that gift was uniquely ours.

~Barbara Corcoran

Great sales people [don't] have the ability to feel sorry for themselves.

~Barbara Corcoran

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