

Ben Feldman

Quotes

*People, Problem, Men, Thinking, Careers, Cash, Jobs, Rooms, Walks, Assets,
Attitude, New York, Knows, Earning, Ifs, Cost, Needs, Died, Guy, Taste*

Goals aren't enough. You need goals plus deadlines: goals big enough to get excited about and deadline to make you run. One isn't much good without the other, but together they can be tremendous.

~Ben Feldman

You know, a man's life is the most precious thing in the world, isn't it? So isn't it odd that a man will insure everything but his life?

~Ben Feldman

Doing something costs something. Doing nothing costs something. And, quite often, doing nothing costs a lot more!

~Ben Feldman

If people understood what life insurance does, we wouldn't need salesmen to sell it. People would come knocking on the door. But they don't understand.

~Ben Feldman

Every man has problems that only life insurance can solve. In the young man's case, the problem is to create cash; for the older man, to conserve it.

~Ben Feldman

You'll have the same problems when I walk out, as you had when I walked in... unless you let me take your problems with me.

~Ben Feldman

The basic purpose of life insurance is to create cash—nothing more or nothing less. Everything else confuses and complicates.

~Ben Feldman

You haven't done anything wrong. You just haven't done anything, and that's what's wrong.

~Ben Feldman

I do not sell life insurance. I sell money. I sell dollars for pennies apiece. My dollars cost 3 cents per dollar per year.

~Ben Feldman

Life insurance is time. The time a man might not have. If he needs time, he needs life insurance.

~Ben Feldman

Don't sell life insurance. Sell what life insurance can do.

~Ben Feldman

Your biggest asset is a positive attitude. That more than anything else determines your earnings.

~Ben Feldman

The key to a sale in an interview, and the key to an interview is a disturbing question.

~Ben Feldman

The biggest asset you have is your earning capacity, and that depends entirely on your attitude.

~Ben Feldman

Your value depends on what you make of yourself. Make the most of yourself for that is all there is of you.

~Ben Feldman

Fundamentals are right down to earth. And one fundamental is: You have to make calls. Nothing happens until you make a call. It's that fundamental!

~Ben Feldman

Most people buy not because they believe, but because the sales person believes.

~Ben Feldman

Work hard. Think big. Listen well.

~Ben Feldman

When you walk out, the money walks in

~Ben Feldman

You've got a problem. Part of what you own isn't yours. It belongs to Uncle Sam. May I show you how much belongs to Uncle Sam?

~Ben Feldman

Term insurance is temporary, but your problem is permanent.

~Ben Feldman

Read! Study never stops because publications never stop coming in. It's read and study. And think about what you're studying. Take it apart and put it together. Ask 'why?' And know the answers.

~Ben Feldman

No one ever died with too much money.

~Ben Feldman

Do you know anyone who has a lease on life? It isn't a question of if; it's a question of when.

~Ben Feldman

I don't like sci-fi/fantasy.

~Ben Feldman

If you've got a problem make it a procedure and it won't be a problem anymore.

~Ben Feldman

If I don't buy it, I can't sell it.

~Ben Feldman

I'm a lot happier in people's living rooms weekly than I think I would be if I was really, really relying on a movie career to keep me fulfilled and excited.

~Ben Feldman

If you look at the history of advertising, most of them were Jews, so it was only a matter of time before 'Mad Men' explored that area of advertising.

~Ben Feldman

I've been pretty lucky, I like my jobs.

~Ben Feldman

You are already broke and don't even know it.

~Ben Feldman

I'm just the least funny person in a room full of funny people, which is basically every single day of work for me.

~Ben Feldman

Unfortunately, my career is increasingly leading me into rooms where everybody is funny.

~Ben Feldman

There was a time where I chose my jobs based on what jobs were available to me, so I would choose 100 percent of them.

~Ben Feldman

I think I'm the funniest guy in a room full of unfunny people.

~Ben Feldman

I never thought I was gonna live in LA. I thought I was gonna live in New York forever.

~Ben Feldman

I know plenty of actors smarter than me with better taste than me who love horror movies and love sci-fi and it just doesn't make sense to me.

~Ben Feldman

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