

David Maister Quotes

*Inspiring, Professionalism, People, Giving, Believe, Want, Leader, Clients,
Teaching, Tasks, Ifs And, World, Running, Integrity, Persistence, Keys, Income,
Rights, Successful, Compromise*

Believe passionately in what you do, and never knowingly compromise your standards and values. Act like a true professional, aiming for true excellence, and the money will follow.

~David Maister

Professional is not a label you give yourself - it's a description you hope others will apply to you.

~David Maister

What you do with your billable time determines your current income, but what you do with your non-billable time determines your future.

~David Maister

Focus on being the best you can at what you want to do.

~David Maister

I will accept your influence, guidance and direction if (and only if) I believe that you and I share similar goals.

~David Maister

Your task as a leader is to help others to succeed, not to strive only for your own success. If I don't trust your motives, nothing else will matter -because my primary concern is your integrity.

~David Maister

If your clients aren't actively telling their friends about you, maybe your work isn't as great as you think it is.

~David Maister

Success comes from doing what you enjoy. If you don't enjoy it, how can it be called success?

~David Maister

Left untended, knowledge and skill, like all assets, depreciate in value

surprisingly quickly.

~David Maister

More than any other factor, it is the people we have to deal with that determine the quality of our work lives.

~David Maister

I will not accept your guidance and critique unless you are supportive and nurturing. On the other hand, you need to be continually demanding.

~David Maister

Truly visionary and successful companies have discovered that there is no conflict between the pursuit of profit and having a pursuit beyond profit.

~David Maister

What do I have to do to earn and deserve the key relationships that are going to get me where I want to go?

~David Maister

Don't get stampeded by what people around you value. The task is to figure out what YOU value - and value highly enough to throw yourself into with unqualified passion.

~David Maister

Professionals have to decide on which subjects they are prepared to give nagging rights

~David Maister

Whether or not your values are operational is crucially determined by whether or not there are consequences for noncompliance.

~David Maister

What is important is what inspires persistence and determination- in other words what you care about.

~David Maister

The noble path does win but only if you are prepared to make the investment over a long period of time.

~David Maister

Before a leader can be accepted, let alone succeed, autonomous professionals must agree to be influenced by that person.

~David Maister

The courage to care about your people, your clients, and your career.

~David Maister

You cannot and should not try to please everyone. Make sure that the right people like you, and it will be expected that others will not. That's how the world works.

~David Maister

Stop teaching students that they are the best and the brightest.

~David Maister

When did you feel most fulfilled? When did you impress yourself, or otherwise feel most proud of yourself?

~David Maister

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