

Harvey Mackay

Quotes

*People, Jobs, Inspirational, Believe, Mean, Successful, Attitude, Way, Ideas,
Long, Mistake, Ifs, Opportunity, Want, Competition, World, Success, Skills,
Thinking, Life*

Time is free, but it's priceless. You can't own it, but you can use it. You can't keep it, but you can spend it. Once you've lost it you can never get it back.

~Harvey Mackay

Never buy anything in a room with a chandelier.

~Harvey Mackay

You only get one chance to make a good first impression, and yours may be in the hands of the receptionist.

~Harvey Mackay

Good habits are as addictive as bad habits, and a lot more rewarding.

~Harvey Mackay

When you wake up every day, you have two choices. You can either be positive or negative; an optimist or a pessimist. I choose to be an optimist. It's all a matter of perspective.

~Harvey Mackay

Most fears of rejection rest on the desire for approval from other people. Don't base your self-esteem on their opinions.

~Harvey Mackay

If you wish others to believe in you, you must first convince them that you believe in them.

~Harvey Mackay

A dream is just a dream. A goal is a dream with a plan and a deadline.

~Harvey Mackay

There is a time to provide advice and offer an opinion, and there is a time not to. Don't be too quick to offer unsolicited advice. It certainly will not endear you to people.

~Harvey Mackay

None of us got to where we are alone. Whether the assistance we received was obvious or subtle, acknowledging someone's help is a big part of understanding the importance of saying thank you.

~Harvey Mackay

Mackay's Moral: If you are persistent, you will get it. If you are consistent, you will keep it.

~Harvey Mackay

Positive thinking is more than just a tagline. It changes the way we behave. And I firmly believe that when I am positive, it not only makes me better, but it also makes those around me better.

~Harvey Mackay

Your day usually goes the way the corners of your mouth turn. The most powerful single thing you can do to influence others is to smile at them.

~Harvey Mackay

People begin to become successful the minute they decide to be.

~Harvey Mackay

Every morning brings new potential, but if you dwell on the misfortunes of the day before, you tend to overlook tremendous opportunities.

~Harvey Mackay

One mistake will never kill you. The same mistake over and over again will.

~Harvey Mackay

Happiness can be thought, taught and caught... but not bought.

~Harvey Mackay

A mediocre person tells. A good person explains. A superior person demonstrates. A great person inspires others to see for themselves.

~Harvey Mackay

It doesn't matter how much milk you spill as long as you don't lose the COW.

~Harvey Mackay

Goals give you more than a reason to get up in the morning; they are an incentive to keep you going all day.

~Harvey Mackay

One sure-fire way to stay creative: force yourself to learn something new.

~Harvey Mackay

Life is series of opportunities. The often neglected fact of life is that opportunities multiply as you take advantage of them.

~Harvey Mackay

If you want to double your success ratio, you have to double your failure ratio.

~Harvey Mackay

A smart manager will establish a culture of gratitude. Expand the appreciative attitude to suppliers, vendors, delivery people, and of course, customers.

~Harvey Mackay

When you're thirsty, it's too late to think about digging a well.

~Harvey Mackay

Employee loyalty begins with employer loyalty. Your employees should know that if they do the job they were hired to do with a reasonable

amount of competence and efficiency, you will support them.

~Harvey Mackay

Be like the turtle. If he didn't stick his neck out, he wouldn't get anywhere at all.

~Harvey Mackay

A great accomplishment shouldn't be the end of the road, just the starting point for the next leap forward.

~Harvey Mackay

Failure is an attitude, not an outcome.

~Harvey Mackay

Be active, be energetic, be enthusiastic and you will accomplish your object.

~Harvey Mackay

Anyone too busy to say thank you will get fewer and fewer chances to say it.

~Harvey Mackay

Don't water your weeds.

~Harvey Mackay

Pessimism doesn't grow your business or even maintain the status quo. The pessimists on your staff make the job harder for everyone around them. They make difficulties out of opportunities.

~Harvey Mackay

Life isn't fair. It's true, and you still have to deal with it. Whining about it rarely levels the playing field, but learning to rise above it is the ultimate reward.

~Harvey Mackay

It's only lonely at the top if you forget all the people you met along the way and fail to acknowledge their contributions to your success.

~Harvey Mackay

Ideas without action are worthless.

~Harvey Mackay

our lives change in two ways :through the people we meet and the books we read

~Harvey Mackay

Don't confuse visibility with credibility.

~Harvey Mackay

Optimists are right. So are pessimists. It's up to you to choose which you will be.

~Harvey Mackay

What could you accomplish if no one told you it was impossible?

~Harvey Mackay

Don't fall in love with your wit. Your cleverly turned phrase may not, as you hope, show off how much gray matter you have, especially if the phrase is at someone else's expense.

~Harvey Mackay

"You learn when you listen. You earn when you listen - not just money, but respect.

~Harvey Mackay

Are you worried about pressure? I look at it this way: Pressure is having to do something you are not totally prepared to do.

~Harvey Mackay

To be a champion, you have to learn to handle stress and pressure. But if you've prepared mentally and physically, you don't have to worry.

~Harvey Mackay

If you get a chance, take it. If it changes your life, let it.

~Harvey Mackay

It isn't the people you fire who make your life miserable, it's the people you don't.

~Harvey Mackay

It doesn't matter whether you are pursuing success in business, sports, the arts, or life in general: The bridge between wishing and accomplishing is discipline.

~Harvey Mackay

It all comes down to this: If you want one year of happiness, grow grain
If you want 10 years of happiness, grow trees
If you want 100 years of happiness, grow people

~Harvey Mackay

Learn from the past, but don't live there. Build on what you know so that you don't repeat mistakes.

~Harvey Mackay

The cost of praising someone is nil - but every psychological study shows the payoff is huge.

~Harvey Mackay

When a person with money meets a person with experience, the person with the experience winds up with the money and the person with the money winds up with the experience.

~Harvey Mackay

Your past is not your potential.

~Harvey Mackay

Deep down inside of all of us is the power to accomplish what we want to, if we'll just stop looking elsewhere.

~Harvey Mackay

Decide what your priorities are and how much time you'll spend on them. If you don't, someone else will.

~Harvey Mackay

As you schedule individual tasks, give yourself a cushion. Mark the due date a few days ahead of the actual deadline so you have time to deal with changes or last-minute emergencies.

~Harvey Mackay

Like it or not, life is a series of competitions.

~Harvey Mackay

We all start out in life with one thing in common; We all have the same amount of time. It's just a matter of what we do with it.

~Harvey Mackay

Minds are like parachutes-not much good unless they are open.

~Harvey Mackay

The ten most powerful two-letter words in the English language are: If it is to be, it is up to me.

~Harvey Mackay

Expect to make some mistakes when you try new and different approaches. Sometimes colossal failures lead to spectacular successes.

~Harvey Mackay

Deadlines aren't bad. They help you organize your time. They help you set priorities. They make you get going when you might not feel like it.

~Harvey Mackay

You'll never learn a thing from a competitor weaker than you.

~Harvey Mackay

By my count, more business leaders have failed and derailed because of arrogance than any other character flaw.

~Harvey Mackay

To me, job titles don't matter. Everyone is in sales. It's the only way we stay in business.

~Harvey Mackay

Hard work often leads to success. No work seldom does.

~Harvey Mackay

Many people may listen, but few people actually hear.

~Harvey Mackay

Surrounding yourself with creative, imaginative people is a good strategy for success whether you're an entrepreneur seeking innovation or an artist looking for inspiration.

~Harvey Mackay

Good intentions aren't enough. People have good intentions when they set a goal to do something, but then they miss a deadline or other milestone.

~Harvey Mackay

You have to look life straight in the eye. De-mystify your world. Can you really afford to believe magic is for real? Not when time is concerned.

~Harvey Mackay

Fatigue makes fools of us all. It robs us of our skills, our judgment, and blinds us to creative solutions.

~Harvey Mackay

Don't equate activity with efficiency.

~Harvey Mackay

There's a place in the world for any business that takes care of its customers-after the sale.

~Harvey Mackay

Don't let ups and downs leave you down and out.

~Harvey Mackay

Make the second effort your second nature.

~Harvey Mackay

I've learned that people will seldom let you down if they understand that your destiny is in their hands, and vice versa.

~Harvey Mackay

Southwest Airlines is successful because the company understands it's a customer service company. It also happens to be an airline.

~Harvey Mackay

You don't have to know everything as long as you know people who know the things you don't

~Harvey Mackay

Failures don't plan to fail; they fail to plan.

~Harvey Mackay

For the real winners, there are no finish lines.

~Harvey Mackay

All the technology in the world will never replace a positive attitude.

~Harvey Mackay

Your workforce is your most valuable asset. The knowledge and skills they have represent the fuel that drives the engine of business - and you can leverage that knowledge.

~Harvey Mackay

Pale ink is better than the most retentive memory.

~Harvey Mackay

As a salesperson, you will be judged by your ability to keep a stalled conversation moving along briskly.

~Harvey Mackay

You do not get what you want. You get what you negotiate.

~Harvey Mackay

Leadership does not mean getting people to do their job. It means getting people to do their best.

~Harvey Mackay

I know that you don't know, but you don't know that you don't know.

~Harvey Mackay

The life of a startup is full of ups and downs, an emotional roller coaster ride that you can't quite imagine if you've spent your whole career in a corporation.

~Harvey Mackay

Unless you work in demolition, don't burn bridges.

~Harvey Mackay

Attitudes are every bit as important as aptitudes.

~Harvey Mackay

Too often, sales reps simply regurgitate their presentations and expect to land the sale. It doesn't work.

~Harvey Mackay

There has been a seismic shift in the business world. The great classical business principles still hold true but they need to be fused with cutting edge internet technology.

~Harvey Mackay

Positive thinking is more than just a tagline. It changes the way we behave.

~Harvey Mackay

Day in and day out, your tax accountant can make or lose you more money than any single person in your life, with the possible exception of your kids

~Harvey Mackay

A student of life considers the world a classroom.

~Harvey Mackay

The sale begins when the customer says yes.

~Harvey Mackay

You can't buy a good reputation; you must earn it.

~Harvey Mackay

Nobody said life would be easy, they just promised it would most likely be worth it.

~Harvey Mackay

You can't be passionate when you feel like it. You have to be

passionate about your job, product or cause all the time. There's no off switch on a tiger.

~Harvey Mackay

Worrying makes you cross the bridge before you come to it.

~Harvey Mackay

It doesn't matter if they say you can't do it. It only matters if you say you can't.

~Harvey Mackay

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