

# James Sinegal Quotes

*Business, People, Jobs, Attitude, Long, Wages, Thinking, Class, Messages,  
Years, Want, Employee, Ifs, Salary, Worry, Opposition, Add, Costco,  
Technology, Running*

It doesn't do much good to have a quality image, whether it's with the facility or whether it's with the merchandise, if you don't have real quality people taking care of your customers.

~James Sinegal

We've always been in favor of improved wages for workers. When you have a strong middle class, they want to buy more stuff at Costco.

~James Sinegal

When employees are happy, they are your very best ambassadors.

~James Sinegal

I think the biggest single thing that causes difficulty in the business world is the short-term view. We become obsessed with it. But it forces bad decisions.

~James Sinegal

Our attitude is that if you hire good people and pay them a fair wage, then good things will happen for the company.

~James Sinegal

Obscene salaries send the wrong message through a company.

~James Sinegal

You just can't get too focused on worrying about what's going to happen in the next quarter. You have to worry about where the business is headed long-term.

~James Sinegal

You destroy the initiative of the working people if they don't feel they have a fighting chance to be a part of the American Dream.

~James Sinegal

If we take care of the business and keep our eye on the goal line, the

stock price will take care of itself.

~James Sinegal

Paying good wages is not in opposition to good productivity.

~James Sinegal

If you've got to work for the rest of your life, you'd better do something you'll enjoy.

~James Sinegal

You have to worry about where the business is headed long-term.

~James Sinegal

You take an educated gamble. If you don't occasionally make a mistake, you're not doing your job.

~James Sinegal

Obscene salaries send the wrong message through a company. The message is that all brilliance emanates from the top; that the worker on the floor of the store or the factory is insignificant.

~James Sinegal

You don't have a very motivated working class, it starts to affect the dynamics of the economy. If workers are disenchanting and disenfranchised, productivity losses will go along with that.

~James Sinegal

Paying your employees well is not only the right thing to do but it makes for good business.

~James Sinegal

It doesn't do Costco any good if nobody can afford to buy anything.

~James Sinegal

I think that most of the people running companies today are motivated and pay is a small portion of the motivation.

~James Sinegal

I say at our management conferences that the amount Wal-Mart grows in just one year is the equivalent of Costco's size.

~James Sinegal

It's like heroin: You do a little and you want a little bit more. Raising prices is the easy way.

~James Sinegal

In the final analysis, you get what you pay for.

~James Sinegal

When you hire good people, and you provide good jobs and good wages and a career, good things are going to happen.

~James Sinegal

Technology helps us become more efficient and productive but our business still has a lot of art as opposed to strictly science.

~James Sinegal

If somehow a proclamation were made that C.E.O.'s could only make a maximum of \$300,000 a year, you would not have any shortage of very qualified men and women seeking the jobs.

~James Sinegal

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