

Keith Ferrazzi

Quotes

People, Generosity, Careers, Risk, Goal, Real, Believe, Greatness, Community, Lines, Passionate, Ideas, Sharing Information, Communication, Keys, Helping Others, Today, Repetition, Choices, Great Business

Poverty, I realized, wasn't only a lack of financial resources; it was isolation from the kind of people that could help you make more of yourself.

~Keith Ferrazzi

In life, it's between choosing risk and striving for greatness, or risking nothing and being certain of mediocrity

~Keith Ferrazzi

The currency of real networking is not greed but generosity.

~Keith Ferrazzi

You have to envision yourself winning to win.

~Keith Ferrazzi

To build authentic relationships you need to lead with generosity & serve them first

~Keith Ferrazzi

In business, we often say that your best customers are the customers you have now. In other words, your most successful sales leads come from the selling you've already done.

~Keith Ferrazzi

When we are truly passionate about something we are contagious.

~Keith Ferrazzi

When you help someone through a health issue, positively impact someone's personal wealth, or take a sincere interest in their children, you engender life-bonding loyalty.

~Keith Ferrazzi

I believe that every conversation you have is an invitation to risk revealing the real you.

~Keith Ferrazzi

People who instinctively establish a strong network of relationships have always created great businesses.

~Keith Ferrazzi

Success in any field, but especially in business is about working with people, not against them.

~Keith Ferrazzi

You won't build relationships unless you let your guard down

~Keith Ferrazzi

Life is about work. Work is about life. And both are about people.

~Keith Ferrazzi

Bottom Line: It's better to give before you receive. And never keep score. If your interactions are ruled by generosity, your rewards will follow suit.

~Keith Ferrazzi

Match your goals with the people who can make them happen and start building the relationships

~Keith Ferrazzi

Translate goals into practice + repetition = success!

~Keith Ferrazzi

The idea isn't to find yourself another environment for tomorrow, but to be constantly creating the environment and community you want for yourself, no matter what may occur.

~Keith Ferrazzi

Power, today, comes from sharing information, not withholding it.

~Keith Ferrazzi

I'll sum up the key to success in one word: generosity.

~Keith Ferrazzi

People do business with people they know and like

~Keith Ferrazzi

You can't get there alone. In fact, you can't get very far at all.

~Keith Ferrazzi

Business is a human enterprise, driven and determined by people.

~Keith Ferrazzi

Our careers aren't paths so much as landscapes that are navigated. We're free agents, entrepreneurs, intrapreneurs -- each with our own unique brand.

~Keith Ferrazzi

At every stage of my career, I sought out the most influential people around me and asked for their help and guidance.

~Keith Ferrazzi

Start finding future clients before you have anything to sell them. Get to know these people as friends, not potential customers.

~Keith Ferrazzi

We have a tendency to romanticize independence. Most business literature still views autonomy as a virtue, as though communication, teamwork, and cooperation were lesser values.

~Keith Ferrazzi

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