

Lee Iacocca

Quotes

Business, Motivational, Inspirational, People, Money, Guy, Country, Positive, Mistake, Procrastination, Kids, Thinking, Leadership, Education, Years, Car, Reality, Made, Strong, Chrysler

No matter what you've done for yourself or for humanity, if you can't look back on having given love and attention to your own family, what have you really accomplished?

~Lee Iacocca

Start with good people, lay out the rules, communicate with your employees, motivate them and reward them. If you do all those things effectively, you can't miss.

~Lee Iacocca

In times of great stress or adversity, it's always best to keep busy, to plow your anger and your energy into something positive.

~Lee Iacocca

You can have brilliant ideas, but if you can't get them across, your ideas won't get you anywhere.

~Lee Iacocca

The kind of people I look for to fill top management spots are the eager beavers, the mavericks. These are the guys who try to do more than they're expected to do - they always reach.

~Lee Iacocca

Motivation is everything. You can do the work of two people, but you can't be two people. Instead, you have to inspire the next guy down the line and get him to inspire his people.

~Lee Iacocca

Listening can make the difference between a mediocre organization and a great one.

~Lee Iacocca

The right decision is the wrong decision if it's made too late.

~Lee Iacocca

We've got to pause and ask ourselves: How much clean air do we need?

~Lee Iacocca

The only rock I know that stays steady, the only institution I know that works, is the family.

~Lee Iacocca

One of the things the government can't do is run anything. The only things our government runs are the post office and the railroads, and both of them are bankrupt.

~Lee Iacocca

Mistakes are a part of life; you can't avoid them. All you can hope is that they won't be too expensive and that you don't make the same mistake twice.

~Lee Iacocca

There's no great mystery to satisfying your customers. Build them a quality product and treat them with respect. It's that simple.

~Lee Iacocca

To solve big problems you have to be willing to do unpopular things.

~Lee Iacocca

Apply yourself. Get all the education you can, but then, by God, do something. Don't just stand there, make it happen.

~Lee Iacocca

If I had to sum up in a word what makes a good manager, I'd say decisiveness. You can use the fanciest computers to gather the numbers, but in the end you have to set a timetable and act.

~Lee Iacocca

Don't just stand there; make something happen.

~Lee Iacocca

Formal learning can teach you a great deal, but many of the essential skills in life are the ones you have to develop on your own.

~Lee Iacocca

If I Had To Sum Up In One Word The Qualities That Make Up A Good Manager, I'd Say Decisiveness.

~Lee Iacocca

A major reason capable people fail to advance is that they don't work well with their colleagues.

~Lee Iacocca

The one word that makes a good manager - decisiveness.

~Lee Iacocca

Even a correct decision is wrong when it was taken too late.

~Lee Iacocca

If we screw it up, start over. Try something else.

~Lee Iacocca

Your legacy should be that you made it better than it was when you got it.

~Lee Iacocca

If you want to make good use of your time, you've got to know what's most important and then give it all you've got.

~Lee Iacocca

If you set a good example you need not worry about setting rules.

~Lee Iacocca

If you make believe that ten guys in pin-striped suits are back in a kindergarten class playing with building blocks, you'll get a rough picture of what life in a corporation is like.

~Lee Iacocca

My father always used to say that when you die, if you've got five real friends, then you've had a great life.

~Lee Iacocca

The only mistake I ever made was not listening to my gut.

~Lee Iacocca

As you go through life, there are thousands of little forks in the road, and there are a few really big forks-those moments of reckoning, moments of truth.

~Lee Iacocca

You've got to say, "I think that if I keep working at this and want it badly enough I can have it." It's called perseverance.

~Lee Iacocca

Are we going to be a services power? The double-cheeseburger-hold-the-mayo kings of the world?

~Lee Iacocca

Leadership means setting an example. When you find yourself in a position of leadership, people follow your every move.

~Lee Iacocca

The discipline of writing something down is the first step toward making it happen.

~Lee Iacocca

Business, after all, is nothing more than a bunch of human

relationships.

~Lee Iacocca

In the end, all business operations can be reduced to three words: people, product, and profits.

~Lee Iacocca

There are times in everyone's life when something constructive is born out of adversity... when things seem so bad that you've got to grab your fate by the shoulders and shake it.

~Lee Iacocca

MBA's know everything but understand nothing.

~Lee Iacocca

To succeed today, you have to set priorities, decide what you stand for.

~Lee Iacocca

I have found that being honest is the best technique I can use. Right up front, tell people what you're trying to accomplish and what you're willing to sacrifice to accomplish it.

~Lee Iacocca

We load up on oat bran in the morning so we'll live forever. Then we spend the rest of the day living like there's no tomorrow.

~Lee Iacocca

In a completely rational society, the best of us would be teachers and the rest of us would have to settle for something else.

~Lee Iacocca

Be creative. Use unconventional thinking. And have the guts to carry it out.

~Lee Iacocca

Talk to people in their own language. If you do it well, they'll say, "God, he said exactly what I was thinking." And when they begin to respect you, they'll follow you to the death.

~Lee Iacocca

Management is nothing more than motivating other people.

~Lee Iacocca

I was at Ford for 32 years. I went to Chrysler in 1978, four or five months after I got canned by Henry Ford.

~Lee Iacocca

I hire people brighter than me and then I get out of their way.

~Lee Iacocca

The trick is to make sure you don't die waiting for prosperity to come.

~Lee Iacocca

I'd really love to meet the guy I'm supposed to be. I'd hire him in a second.

~Lee Iacocca

Most people are looking for security, a nice, safe, prosperous future. And there's nothing wrong with that. It's called the American Dream.

~Lee Iacocca

It's a good thing god doesn't let you look a year or two into the future, or you might be sorely tempted to shoot yourself.

~Lee Iacocca

I always go back to Harry Truman: Should we drop an atomic bomb to save 100,000 lives? That's a hell of a decision to make. Did he make

that decision by himself? No, he had advisers.

~Lee Iacocca

There's a world of difference between a strong ego, which is essential, and a large ego-which can be destructive.

~Lee Iacocca

The ability to concentrate and to use time well is everything.

~Lee Iacocca

I'm still not sure what is meant by good fortune and success. I know fame and power are for the birds. But then life suddenly comes into focus for me. And, ah, there stand my kids.

~Lee Iacocca

I forgot to shake hands and be friendly. It was an important lesson about leadership.

~Lee Iacocca

My father used to say, 'You can spend a lot of time making money. The tough time comes when you have to give it away properly.' How to give something back, that's the tough part in life.

~Lee Iacocca

There is no substitute for accurate knowledge. Know yourself, know your business, know your men.

~Lee Iacocca

In business, I loved cars. I couldn't wait to get to work in the morning. Only in America can you decide to get a good education and pursue what you like.

~Lee Iacocca

Here's what management is about: Pick good people and set the right

priorities.

~Lee Iacocca

I have always found that if I move with seventy-five percent or more of the facts that I usually never regret it. It's the guys who wait to have everything perfect that drive you crazy.

~Lee Iacocca

The thing that lies at the foundation of positive change, the way I see it, is service to a fellow human being.

~Lee Iacocca

What is it that you like doing? If you don't like it, get out of it, because you'll be lousy at it.

~Lee Iacocca

If you own up to your mistakes, you don't suffer as much. But that's a tough lesson to learn.

~Lee Iacocca

The speed of the boss is the speed of the team.

~Lee Iacocca

Any supervisor worth his salt would rather deal with people who attempt too much than with those who try too little.

~Lee Iacocca

The most successful businessman is the man who holds onto the old just as long as it is good, and grabs the new just as soon as it is better.

~Lee Iacocca

The ability to concentrate and to use your time well is everything if you want to succeed in business--or almost anywhere else for that matter.

~Lee Iacocca

The affections are like lightning: you cannot tell where they will strike till they have fallen.

~Lee Iacocca

Greenmail, in case you're wondering, is when a company pays a raider a premium for his holdings-if he'll go away. What I think it really is is blackmail in a pin-striped suit.

~Lee Iacocca

We at Chrysler borrow money the old-fashioned way. We pay it back.

~Lee Iacocca

People want economy, and they'll pay any price to get it.

~Lee Iacocca

There are times when even the best manager is like the little boy with the big dog, waiting to see where the dog wants to go so he can take him there.

~Lee Iacocca

The cement in our whole democracy today is the worker who makes \$ 15 an hour. He's the guy who will buy a house and a car and a refrigerator. He's the oil in the engine.

~Lee Iacocca

That's the American way. If little kids don't aspire to make money like I did, what the hell good is this country?

~Lee Iacocca

Life can be difficult for kids born with a gold spoon in their mouth, because they never really get to find out if they're able to work hard and make it on their own.

~Lee Iacocca

A good deal is a state of mind.

~Lee Iacocca

Bad times are indelible. They stay with you forever.

~Lee Iacocca

Why is our free-enterprise system so strong?- Not because it stands still, frozen in the past, but because it has always adapted to changing realities

~Lee Iacocca

There's a billboard in a little farm town in the Midwest that says: IF YOU COMPLAIN ABOUT FARMERS, DON'T TALK WITH YOUR MOUTH FULL.

~Lee Iacocca

A guy named Charlie Beacham was my first mentor at Ford. He taught me the importance of the dealers, and he rubbed my nose in the retail business.

~Lee Iacocca

When the product is right, you don't have to be a great marketer.

~Lee Iacocca

A country's competitiveness starts not on the factory floor or in the engineering lab. It starts in the classroom.

~Lee Iacocca

If we wait until we've satisfied all the uncertainties, it may be too late.

~Lee Iacocca

Thanks to properly selecting the clients you will not be unnecessarily wasting time.

~Lee Iacocca

If a guy is over 25 percent jerk, he's in trouble. And Henry was 95 percent.

~Lee Iacocca

I guess I invented extended warranties, because that's all we had to sell at Chrysler in those days.

~Lee Iacocca

Styling cars sells cars and safety does not.

~Lee Iacocca

Every business and every product has risks. You can't get around it.

~Lee Iacocca

It was emotional when Chrysler sold out to the Germans.

~Lee Iacocca

I learned that monthly payments are the cornerstone of everything in the automobile business.

~Lee Iacocca

I guess that's one achievement I'm really proud of. Saving Chrysler was more than jobs, more than shareholder value. Saving Chrysler was a good idea for the whole country.

~Lee Iacocca

Never rest on your oars as a boss. If you do, the whole company starts sinking.

~Lee Iacocca

The primary skill of a manager consists of knowing how to make assignments and picking the right people to carry out those assignments

~Lee Iacocca

Every little kid wants to grow up to be a cowboy, and I did.

~Lee Iacocca

I was good friends with Frank Sinatra, I heard Steve Kaufman painting his portrait, so I asked Steve to paint my portrait.

~Lee Iacocca

You, my friend, alone are equal to a hundred of such friends. Happy Birthday to you.

~Lee Iacocca

I don't need a \$100 million mistake. Try to make a \$5 million mistake if you have to make one.

~Lee Iacocca

When future historians look back on our way of curing inflation...they'll probably compare it to bloodletting in the Middle Ages.

~Lee Iacocca

In the old days, if a neighbors apples fell into your yard, you worked it out over the back fence or picked them up and made pies. Today, you sue.

~Lee Iacocca

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