

Mark McCormack

Quotes

*People, Business, Inspirational, Thinking, Failing, Opportunity, Pioneers, Gone,
Retiring, Matter, Care, Dollars, Curves, Ideas, Odd, Two, Profit, Numbers,
Tools, Fewer*

All things being equal, people will do business with a friend; all things being unequal, people will still do business with a friend.

~Mark McCormack

You don't have to reinvent the wheel, just attach it to a new wagon.

~Mark McCormack

Commit yourself to quality from day one ... it's better to do nothing at all than to do something badly.

~Mark McCormack

In our business, the windows of opportunity open and close with dazzling rapidity...I constantly have to remind people to seize the moment.

~Mark McCormack

Round numbers beg to be negotiated, usually by counteroffer round numbers. Odd numbers sound harder, firmer, less negotiable.

~Mark McCormack

People don't plan to fail. They fail to plan.

~Mark McCormack

If you aren't afraid to fail, then you probably don't care enough about success.

~Mark McCormack

If new ideas are the lifeblood of any thriving organisation-and, trust me, they are-managers must learn to revere, not merely tolerate, the people who come up with those ideas.

~Mark McCormack

The best people know that there are two phases in every crisis: the one where you manage it and the other where you learn from it. To

succeed you have to do both

~Mark McCormack

If Thomas Edison had gone to business school, we would all be reading by larger candles.

~Mark McCormack

Concentrate on each task, whether trivial or crucial, as if it's the only thing that matters.

~Mark McCormack

Talk less-you will automatically learn more, hear more, see more-and make fewer blunders.

~Mark McCormack

Every discussion in a meeting has a diminishing curve of interest. The longer the discussion goes on, the fewer people will be interested in it.

~Mark McCormack

Anger can be an effective negotiating tool, but only as a calculated act, never as a reaction.

~Mark McCormack

Short-term can be terminal.

~Mark McCormack

People retire to do what I do every day.

~Mark McCormack

To me, Arnold was a pioneer in the spirit of Thomas Edison or Benjamin Franklin, while Tiger is a pioneer in the spirit of Bill Gates.

~Mark McCormack

Fear of failure is at least as common as the desire for success. In fact,

if harnessed properly, it can be the energy that drives the wheel.

~Mark McCormack

There are five top superstars in golf, 20 great stars, and 30 good ones.
The rest should go and get jobs.

~Mark McCormack

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