

# Sallie Krawcheck

## Quotes

*Men, Thinking, Males, Careers, Years, Gentleman, Diversity, Math, Issues,  
Opportunity, Want, People, Important, Successful, Husband, Wall, Fall, Baby,  
Children, Giving*

If it comes down to your ethics vs. a job, choose ethics. You can always find another job.

~Sallie Krawcheck

People say to me, 'Has being a woman helped or hindered your career?' And the answer is yes.

~Sallie Krawcheck

If you haven't had a major fail in your career - face-plant level - you aren't trying hard enough.

~Sallie Krawcheck

Networking is the No. 1 unwritten rule of success in business.

~Sallie Krawcheck

If you're not making some notable mistakes along the way, you're certainly not taking enough business and career chances.

~Sallie Krawcheck

Nothing bad happens when women are in positions of power.

~Sallie Krawcheck

I love what's going on these days with these powerful women who are really working to make a difference.

~Sallie Krawcheck

There is absolutely nothing that beats hard work.

~Sallie Krawcheck

Women, girls and young ladies tend to be as good or better at math than boys, but you didn't think that either.

~Sallie Krawcheck

As we work together and pool our resources, there's room for everyone

to be successful.

~Sallie Krawcheck

I prefer the word "engagement." Instead of empowerment, it's enabling women to engage in business.

~Sallie Krawcheck

Technology is going to play an increasingly, increasingly, increasingly important role in every industry. And it's good.

~Sallie Krawcheck

Your adrenaline starts to go when the market opens in the morning. It's like sports programming.

~Sallie Krawcheck

Greater diversity drives better business results.

~Sallie Krawcheck

If a woman was successful, she wasn't helping other women.

~Sallie Krawcheck

Women have different characteristics and needs than men do.

~Sallie Krawcheck

I think that indicates why men tend to invest more wealth. If he loses some, there's more coming in. Whereas for women, it's like "Ugh, I gotta keep this."

~Sallie Krawcheck

Women tend to collaborate, in my experience, more easily than gentlemen do.

~Sallie Krawcheck

Women tell us that they do feel patronized. They do feel like they don't

have the time and the space to have their questions answered.

~Sallie Krawcheck

I had very good bosses, very good companies for which I worked. I worked in industries where the results really mattered; it wasn't the perception of results, it was just the facts.

~Sallie Krawcheck

A computer can have so much more in its brain that a human can.

~Sallie Krawcheck

Typically, when you ask a financial adviser sitting with a couple: Do you treat the man and woman differently? They say, "No!"

~Sallie Krawcheck

When I started on Wall Street, there was pretty good diversity in those junior ranks. And you know what? It hasn't made it to the top.

~Sallie Krawcheck

In our corporate culture, because someone may have to take some flexibility because of family issues, somehow we continue to believe they aren't fully dedicated.

~Sallie Krawcheck

Emerging investors want to invest differently. They want to have their dollars - their investment dollars - do double duty.

~Sallie Krawcheck

Companies that put a mandated parental leave in place save money in the first year, FIRST YEAR. Because they don't have to hire to replace the woman.

~Sallie Krawcheck

I can tell you that my experience has been that the gentlemen are more

likely to come and ask for the order, ask for the raise, ask for the promotion, and that the women are less likely to do so.

~Sallie Krawcheck

Fundraisers treat men completely differently than women. As a matter of fact, many of them have the default on their direct mail set up to read "Mister," and it really rankles a lot of women.

~Sallie Krawcheck

We don't recognize the power of compounding.

~Sallie Krawcheck

I want to buy a house. I want to retire well. I want to have baby.

~Sallie Krawcheck

What I saw a thousand times during the downturn was, 'We'd like to give her that opportunity, but we need to go with the sure thing - we can't afford diversity right now,'

~Sallie Krawcheck

I would say one of the reasons that women don't invest to the same extent that men do, is because we still think of it in some ways as a male pursuit.

~Sallie Krawcheck

Women tend to very much, very much think of money as a means to an end, not as an end in itself.

~Sallie Krawcheck

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