

PLANS ARE NOTHING; PLANNING IS EVERYTHING.

Dwight D. Eisenhower

1890–1969, *Thirty-fourth President of the U.S.*

IF YOU CAN DREAM IT, YOU CAN DO IT.

Walt Disney

1901–1966, *American Motion Picture Producer*

TRUST YOURSELF. YOU KNOW MORE THAN YOU THINK YOU DO.

Benjamin Spock

1903–1998, *American Pediatrician, Author*

WELL DONE IS BETTER THAN WELL SAID.

Benjamin Franklin

1706–1790, *American Scientist, Publisher, Diplomat*

NO ONE CAN CHEAT YOU OUT OF ULTIMATE SUCCESS
BUT YOURSELF.

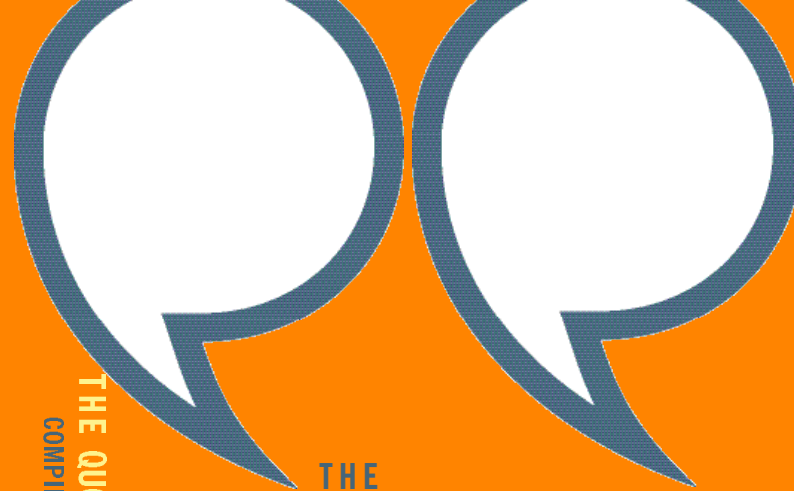
Ralph Waldo Emerson

1803–1882, *American Poet, Essayist*

ALTER YOUR ATTITUDE AND YOU CAN ALTER YOUR LIFE.

Unknown

Joel Weiss is a seasoned executive and manager with more than fifty years of experience in business and the military. He held the position of Chief Administrative Officer and Executive Vice President of Burger King Corporation. He was also a manager, director, and divisional vice president of ITT, working in the U.S. and six other countries for more than fifteen years. Joel also served as a major in the U.S. Air Force. He holds a BS and MBA from Rutgers University and lives in Ada, Michigan. He is the author of *How to Get from Cubicle to Corner Office*.



THE QUOTABLE MANAGER
COMPILED BY JOEL WEISS

THE QUOTABLE MANAGER

INSPIRATION FOR BUSINESS AND LIFE

COMPILED BY JOEL WEISS



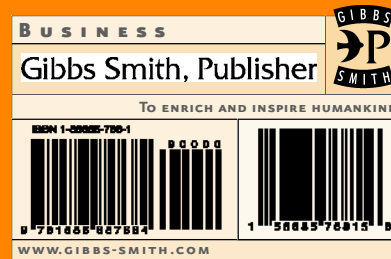
"If your actions inspire others to dream more, do more and become more, you are a leader."

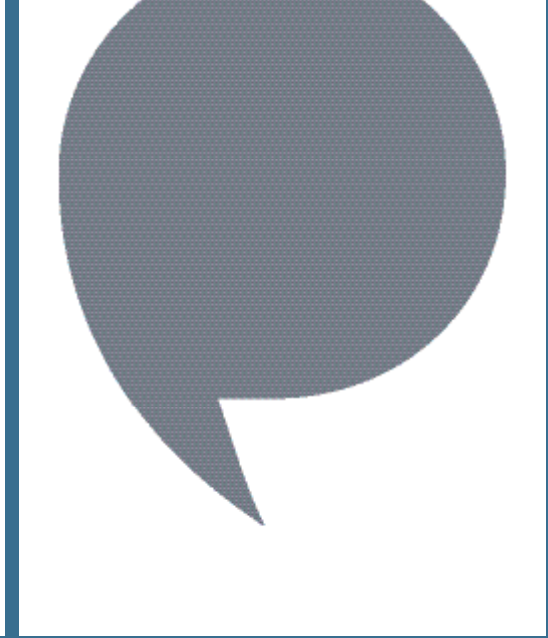
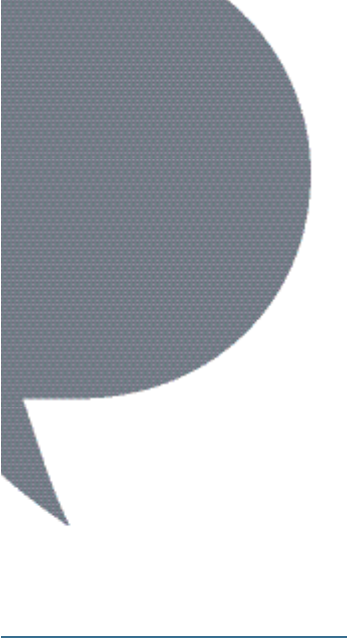
John Quincy Adams,
1767–1848, *Sixth President of the U.S.*

Start your day with a bang with one of more than 600 simple, meaningful and easy to remember quotes collected from a diverse group of leaders and historical figures including Thomas Edison, Albert Einstein, Mark Twain, Julius Caesar, John Ruskin, Helen Keller, Mother Teresa, Confucius and more. With short quips of motivation and wisdom on topics like integrity, effort, attitude, leadership, trust and many others, *The Quotable Manager* is sure to have the perfect zinger for those impromptu managerial moments.

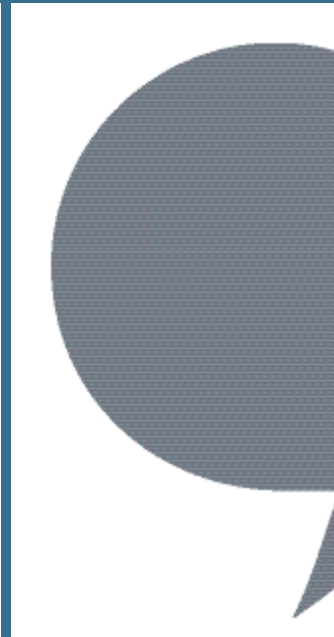
And when the occasion calls for a little more than a 20-second thought, each chapter opens with an inspiring story or anecdote about a person who has come to exemplify that characteristic, making *The Quotable Manager* an even handier resource for today's busy managers and leaders.


"I am just preparing my impromptu remarks."
Winston Churchill
1874–1965, *British Statesman, Prime Minister*





LEADERSHIP





WINSTON CHURCHILL, one of the most important leaders and statesman of the twentieth century, represented freedom and democracy in a world at war against tyranny. In World War II he stood alone, leading England against Nazi Germany and Fascist Italy before the United States was brought into the war on December 7, 1941.

Churchill's background was one of wealth and nobility, but he was not considered to be a remarkable or accomplished young man. He served in Parliament, on and off starting in 1901, and in several cabinet positions. As the political head of the Royal Navy, he failed in his strategy against Germany in World War I and, as a result, he resigned his position.

Twenty-five years later, Churchill was the right man at the right time to lead England in World War II. He was the one man who had taken a strong position against Hitler and Nazi Germany. As a result he was installed by Parliament as the prime minister. He was the one to warn England and the free world about the threat from Nazi Germany that had been ignored.

Churchill's political past was spotty and he had a history of some political and military misjudgments but, in his key role as prime minister, his leadership was essential in defeating Germany. His stubborn refusal to accept an early peace proposal from Hitler, a man that he knew could not be trusted, led to Nazi Germany's total defeat.

The British people resisted constant bombing and rocket attacks and always looked to Churchill for leadership and inspiration.

**COURAGE IS THE FIRST OF HUMAN QUALITIES BECAUSE
IT IS THE QUALITY WHICH GUARANTEES ALL OTHERS.**

Winston Churchill



**LEADERSHIP IS THE WILLINGNESS TO ACCEPT
RESPONSIBILITY FOR RESULTS.**

Brian Tracy

Canadian-born American Author, Business Coach, Motivational Speaker

**LITTLE MINDS ATTAIN AND ARE SUBDUED BY MISFORTUNE;
BUT GREAT MINDS RISE ABOVE THEM.**

Washington Irving

1783–1859, American Writer

**BE CAREFUL WHAT YOU PRETEND TO BE BECAUSE
YOU ARE WHAT YOU PRETEND TO BE.**

Kurt Vonnegut

b. 1922, American Writer

**LEADERSHIP IS THE SPECIAL QUALITY
WHICH ENABLES PEOPLE TO STAND UP
AND PULL THE REST OF US
OVER THE HORIZON.**

James L. Fisher