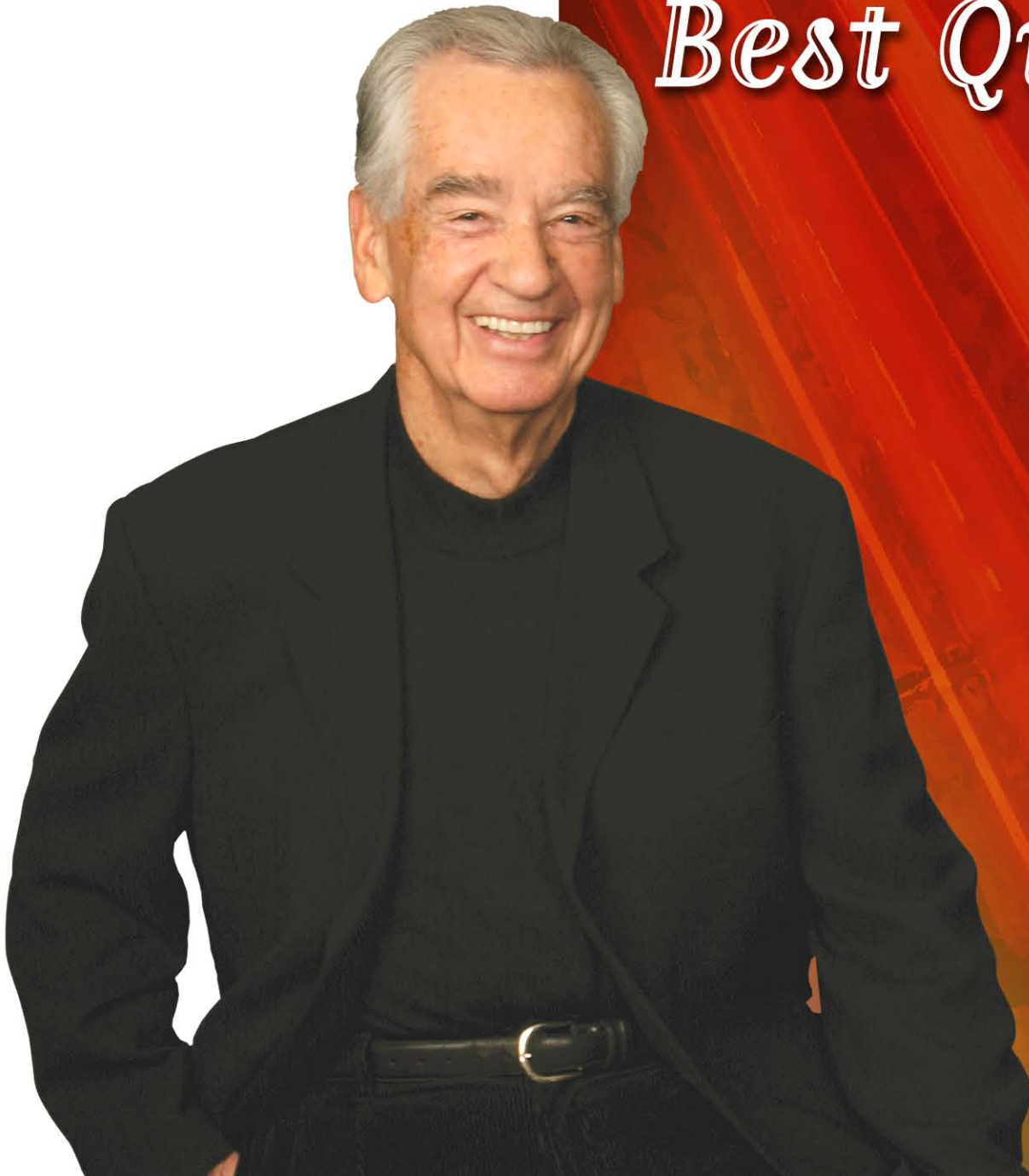




ZIG'S All-Time Best Quotes



I am often asked what my favorite quote or saying is. Frankly, there are hundreds of inspiring adages that help illustrate the incredible potential each of us possesses. I hope this PDF of my All-Time Best Quotes will inspire, encourage and motivate you, provide hope and at times a smile.

I trust you will find them insightful and in some context, useful. I hope they make you think, give you new ideas, and extract more of the potential in you.

I am also hopeful that they will collectively reveal a philosophy. In what is essentially an interpretation of the Golden Rule, it is my sincere belief that you can have everything in life you want if you will just help enough other people get what they want.

See You Over the Top,

Zig Ziglar



Your business is never really good or bad "out there." Your business is either good or bad right between your own two ears.

The real opportunity for success lies within the person and not in the job.

It is easy to get to the top after you get through the crowd at the bottom.

Success is not a destination, it's a journey.

The most practical, beautiful, workable philosophy in the world won't work – if you won't.

Motivation is the fuel necessary to keep the human engine running.

Discipline yourself to do the things you need to do when you need to do them, and the day will come when you will be able to do the things you want to do when you want to do them!

What you get by reaching your destination is not nearly as important as what you will become by reaching your destination.

Motivation gets you going and habit gets you there. Make motivation a habit and you will get there more quickly and have more fun on the trip.

The basic goal-reaching principle is to understand that you go as far as you can see, and when you get there you will always be able to see farther.

You are the only one who can use your ability. It is an awesome responsibility.

Ambition, fueled by compassion, wisdom and integrity, is a powerful force for good that will turn the wheels of industry and open the doors of opportunity for you and countless others.

If we don't start, it's certain we can't arrive.

Obviously, there is little you can learn from doing nothing.

The greatest single cause of a poor self-image is the absence of unconditional love.

It's not what you know, it's what you use that makes a difference.

Success is not measured by what you do compared to what others do, it is measured by what you do with the ability God gave you.

Before you change your thinking, you have to change what goes into your mind.

You are what you are and where you are because of what has gone into your mind. You can change what you are and where you are by changing what goes into your mind.

Don't be distracted by criticism. Remember – the only taste of success some people have is when they take a bite out of you.

If you will pump long enough, hard enough, and enthusiastically enough, sooner or later the effort will bring forth the reward.

You don't "pay the price" for success – you enjoy the benefits of success.

Success is one thing you can't pay for. You buy it on the installment plan and make payments every day.

Ability is important in our quest for success, but dependability is critical.

Our children are our only hope for the future, but we are their only hope for their present and their future.

When you put faith, hope and love together you can raise positive kids in a negative world.

Failure is an event, not a person. Yesterday ended last night.

There are seldom, if ever, any hopeless situations, but there are many people who lose hope in the face of some situations.

You cannot solve a problem until you acknowledge that you have one and accept responsibility for solving it.

Character gets you out of bed; commitment moves you to action. Faith, hope, and discipline enable you to follow through to completion.

The door to a balanced success opens widest on the hinges of hope and encouragement.

You can get everything money will buy without a lick of character, but you can't get any of the things money won't buy—happiness, joy, peace of mind, winning relationships, etc., without character.

