

Listen To
Persons Of Distinction

**101 Tips
For
Spurring
Business
Success**



HEINZ DINTER, PhD

Table Of Contents

Creed To Success	5
Dear Reader	8
Aristotle (384-322 B.C.)	9
Bacon, Francis (1561-1626)	9
Bell, Alexander Graham (1847-1922)	10
Brecht, Bertold (1898-1956)	10
Carlyle, Thomas (1795-1881)	10
Carnegie, Andrew (1835-1919)	11
Carnegie, Dale (1888-1955)	11
Churchill, Winston (1874-1965)	11
Cumberland, Richard (1732-1811)	12
Disraeli, Benjamin (1804-1881)	12
Edison, Thomas Alva (1847-1931)	12
Einstein, Albert (1879-1955)	13
Emerson, Ralph Waldo (1803-1882)	13
Forbes, Malcolm S. (1919-1990)	14
Ford, Henry (1863-1947)	14
Franklin, Benjamin (1706-1790)	14
Goethe, Johann Wolfgang von (1749-1832)	15
Graham, Katherine (1917-2001)	15
Hill, Napoleon (1883-1970)	16
Holmes, Oliver Wendell (1809-1894)	17
Irving, Washington (1783-1859)	17
Jefferson, Thomas (1743-1826)	18
Kettering, Charles (1876-1958)	18
Lincoln, Abraham (1809-1865)	18
Lombardi, Vincent T. (1913-1970)	19
McKay, John (1923-2001)	20
Nietzsche, Friedrich Wilhelm (1844-1900)	21
Nightingale, Earl (1921-1989)	21

<i>101 Tips For Spurring Business Success</i>	7
Peale, Norman Vincent (1898-1993)	21
Publilius Syrus (ca. 42 B.C.)	22
Roosevelt, Eleanor (1884-1962)	22
Roosevelt, Franklin D. (1882-1945)	22
Sandburg, Carl (1878-1967)	23
Shakespeare, William (1564-1616)	23
Shaw, George Bernard (1856-1950)	23
Twain, Mark (1835-1910)	24
Voltaire (1694-1778)	24
Webster, Daniel (1782-1852)	24
This Will Make You Feel Better	25
Tips to Help Promote What You Do or Who You Are With this Booklet	26

The Man Who Thinks He Can

*If you think you are beaten, you are.
 If you think you dare not, you don't.
 If you'd like to win, but think you can't,
 It's almost a cinch that you won't.
 If you think you'll lose, you've lost;
 For out in the world we find
 Success begins with a fellow's will.
 It's all in the state of mind.
 If you think you're outclassed, you are;
 You've got to think high to rise.
 You've got to be sure of yourself
 Before you can win the prize.
 Life's battles don't always go
 To the strongest or fastest man.
 But sooner or later the man who wins
 Is the man who thinks he can.*

Dear Reader

Within these pages I give you cause to think about life's ups and downs — especially the wonderful, experience-enriched, and memory-laden years of striving for success in your endeavors. I'll also give you cause for chuckles here and there.

I cannot turn my back on ignorance and must return to the arduous and prodigious “tolerance” — it means so much to me. I wish everyone would think of it as a principle to live by because it's a solid platform for peace of mind living based on the Golden Rule. It is the platform upon which success is created.

Gotthold Ephraim Lessing, the eighteenth century Germany dramatist and critic focused on the subject and published his thoughts and commitments on tolerance with the “Ring Fable” in *Nathan the Wise*, his thought-provoking dramatic poem and one of the most admirable documents of eighteenth-century thought. (You will find the parable in Act III, Scene 7.)

My appreciation goes to those who passed along a great number of the thoughts I share with you here. Thank you.

Immense gratitude goes to my grandchildren Devin, Megan, Alexander, Dustin, Richard, and Charles because without them I may have substituted writing this booklet with playing tennis or watching the moon over the *Magic City*.

I love life and will do so forever.

Miami, Florida

HD

Aristotle (384-322 B.C.)

Greek Philosopher

- 1.** All human actions have one or more of these seven causes: chance, nature, compulsion, habit, reason, passion, desire.
- 2.** Anybody can become angry - that is easy; but to be angry with the right person, and to the right degree, and at the right time, and for the right purpose, and in the right way - that is not within everybody's power and is not easy.
- 3.** Every art and every inquiry, and similarly every action and pursuit, is thought to aim at some good; and for this reason the good has rightly been declared to be that at which all things aim.
- 4.** In the arena of human life the honours and rewards fall to those who show their good qualities in action.
- 5.** The quality of life is determined by its activities.

Francis Bacon (1561-1626)

English philosopher and author

- 6.** For knowledge, too, is itself power.

Alexander Graham Bell (1847-1922)

American inventor and educator

7. What this power is I cannot say; all I know is that it exists and it becomes available only when a man is in that state of mind in which he knows exactly what he wants and is fully determined not to quit until he finds it.

Bertold Brecht (1898-1956)

German playwright and poet

8. It's all right to hesitate if you then go ahead.

Thomas Carlyle (1795-1881)

Scottish essayist and historian

9. All work, even cotton-spinning, is noble; work is alone noble.

10. Cant is itself properly a double-distilled lie, the materia prima of the devil, from which all falsehoods, imbecilities, and abominations body themselves, and from which no true thing can come.

Andrew Carnegie (1835-1919)

American industrialist and humanitarian

11. The successful man will profit from his mistakes and try again in a different way.

Dale Carnegie (1888-1955)

American writer and speaker

12. The man who goes farthest is generally the one who is willing to do and dare. The sure-thing boat never gets far from shore.

Winston Churchill (1874-1965)

British statesman and author

13. Everyone has his day and some days last longer than others.

14. Never, never, never quit.

15. The empires of the future are empires of the mind.

16. There are men in the world who derive as stern an exaltation from the proximity of disaster and ruin, as others from success.

17. To improve is to change; to be perfect is to change often.

18. Victory at all costs, victory in spite of all terror, victory however long and hard the road may be; for without victory there is no survival.

Richard Cumberland (1732-1811)
English dramatist

19. It is better to wear out than to rust out.

Benjamin Disraeli (1804-1881)
English politician and author

20. The secret of success in life is for a man to be ready for his opportunity when it comes.

Thomas Alva Edison (1847-1931)
American inventor

21. Genius is one percent inspiration and ninety-nine percent perspiration.

22. If there's a way to do it better ... find it.

23. If we all did the things we are capable of doing, we would literally astound ourselves.

24. Our greatest weakness lies in giving up. The most certain way to succeed is always to try just one more time.

Albert Einstein (1879-1955)

American physicist

25. In the middle of difficulty lies opportunity.

26. Try not to become a man of success but rather try to become a man of value.

Ralph Waldo Emerson (1803-1882)

American essayist and poet

27. For the resolute and determined there is time and opportunity.

28. It is one of the most beautiful compensations of this life that no man can sincerely try to help another without helping himself.

29. The high prize of life, the crowning fortune of a man, is to be born with a bias to some pursuit, which finds him in employment and happiness.

30. The reward of a thing well done is to have done it.

31. You cannot do wrong without suffering wrong.

Malcolm S. Forbes (1919-1990)

American publisher, author, and art collector

32. Education's purpose is to replace an empty mind with an open one.

33. Failure is success if we learn from it.

Henry Ford (1863-1947)

American automobile manufacturer

34. Failure is only the opportunity to more intelligently begin again. History is more or less bunk. It's tradition. We don't want tradition. We want to live in the present and the only history that is worth a tinker's damn is the history we made today.

35. There isn't a person anywhere who isn't capable of doing more than he thinks he can.

36. Thinking is the hardest work there is, which is the probable reason why so few engage in it.

Benjamin Franklin (1706-1790)

American statesman, scientist, and philosopher

37. Dost thou love life? Then do not squander time, for that's the stuff life is made of.

The Must-Read Book If You Seek Guidance From Those Whose Thoughts Will Spur Your Actions

Within these pages I give you cause to think about the true worth of life experience, common sense and wisdom of others; how you can cash in on what persons of distinction say about going for it — business success.

I will share with you their thoughts — you will recognize their names — about what it takes to turn your life into a successful endeavor.

Here's inspirational reading that opens eyes wide and motivates hearts. **Chuckle and think!**

It's a must-read booklet on those days when you are down or you wrestle with setbacks and even outright failure. It's also an apathy shaker. Real-life excitement of what it takes to grasp the positive side of life and revel in rewards during the exciting years of creating success.

**Read down-to-earth tips
and thought-provoking messages.
They're for those who seek success in business.**

ISBN 0-9770575-8-5



US\$5