

A gift...

To: _____

From: _____

I have always been a lover of quotes as they can sum up a situation or get a message across to people in simple terms.

I hope you find these quotes helpful to you on your journey throughout your life.

Be lucky my friend,

Richard T Smith

If you're prepared to learn from those who know more than you, be prepared to teach those who know less.

The greatest thing you can achieve is to be in control of yourself.

Don't be envious of successful people, learn from them.

Beware of the time travellers... Envy, Bitterness and Anger. *They will always keep you in the past.*

If like attracts like, then pity the people who mock and scorn you.

The good thing about advice is you can take it or leave it. But if you don't listen to it in the first place, you don't have a choice.

The clown makes everybody laugh, but who makes the clown laugh?

If he's good enough, he will make himself laugh, by basking in the response of the performance he has just given.

The giving starts the receiving process.

You have got to step outside of the ordinary, to experience the extraordinary

Get paid for what you know, not what you do. You might have heard the story of the man who charged £50 for fixing a boiler. When the customer pointed out that he had only hit the boiler with a hammer, the engineer altered the bill, which then said ‘hitting the boiler with a hammer £5, knowing where to hit it, £45.

Don’t just sit down and wait to be fed. You need to watch the chef cook your meals, so that one day you can cook a meal in his honor.

The finest way to repay a teacher is to implement what they have taught you.

You've got to do unusual things, to get unusual results, in order to earn unusual money.

If you want to know what Mrs Jones buys, then look at it through Mrs Jones' eyes... You catch fish with the bait the fish like, not what you like.

If people like you, they will help you, so increase your likeability but not at the expense of being false.

One day your ship will come in, whether you're on the dock side when it happens is another matter.

There are leaders and there are followers. There is nothing wrong with being a follower, but you would be wise to follow a great leader, so that one day, wise people will follow you.

Quality over quantity. You never see a diamond the size of a brick

Never think that the people who put the shoes on your feet are not fit to lace them.

If you are as unsuccessful today as you were yesterday and if you don't do anything about it, then tomorrow will be just another today.

There is a difference between procrastination and patience, one you're treading water, the other you're building a boat.

Fooling other people starts with fooling yourself.

Friends are like teeth, abuse them and you lose them.

You cannot be a night owl and an early bird at the same time.

Beware of arrogance for it clouds the vision that only a fall can cure.

A man with a headache will pay more for an aspirin than a man without a headache. The value is in the need.

Those who see kindness as a sign of weakness are the weak ones.

The money you spend on your tools should never supersede the money you earn from using them.

Take full responsibility for yourself. Don't blame others. You stand and fall by your own decisions.

If you're prepared to take the credit, then be prepared to take the blame.

Don't chase the money, chase the dream. Then the money will chase you.

Never rest on your laurels. You will always be better than where you are now. And that goes for tomorrow, next week, next year and until the day you die.

When you short change someone in a deal you are no longer a business man, you are a conman.

Don't be scared to ask successful people for advice, they will not bite, and sometimes they are flattered you asked them.

You never get a second chance to make a first impression, so check everything before you make your first move.

Control your outgoings. When your outgoings supersede your incomings, you have a problem.

It should be you running your life, not your life running you. ***The tail should never wag the dog.***

Don't be scared to step outside your comfort zone. If you are unsuccessful in your comfort zone, it's obvious your comfort zone is holding you back.

Every day... help someone, make a friend and earn some money. You won't go far wrong if you do these three things. Do the first and the second will happen automatically, and so does the third for some reason.

Realize your true worth. It doesn't matter how good you are if you don't realise your true worth... then you are not worth your true worth.

Don't think success belongs only to those who are 'University' educated or born into wealth, it belongs to those who seek it.

Don't buy anything you don't need, it only decreases the wealth to buy what you do need.

They say the journey of a million miles starts with the first step. If that is so, then the journey of your success starts by standing on the shoulders of your first giant.

Today they are called mentors.

For your business to be in business your service or product has to be where the customers really are.

On the journey to your success, be careful whose hand you're holding.

The hare would be stupid to hold hands with the tortoise; for the tortoise cannot run as fast as the hare, but the tortoise can slow the hare down enough to keep pace with it. You can only go as fast as the person whose hands you're holding.

A man who cannot swim cannot save a drowning man.

What you have in your head determines what you have in your pocket.

You want a friend who will tell you what you need to hear not what you want to hear, but more importantly not what they want you to hear.

If it's not broken then make it better. You have heard the old saying... 'If it's not broke, don't mend it'. With that mentality we would still be using the horse and cart, after all it did the job for hundreds of years so why fix it. Just because what you're doing might be all well and good for now, you still have to improve all the time... why? because if you don't, your competitors will.

If you're mixing with like-minded people, you need to question your own mind first.

In this world there are dreamers and in this world there are dream makers. But sadly in this world there are dream breakers. Be any one of the first two, but beware of the third, they only want to bring you or what you want to do down.

If you're going to take a man's money from him, at least have the courtesy to leave him with a smile on his face.

They say we come to many crossroads in our lives, I disagree. I think we come to many crossroads in our lives' and there will be times when we take the right path, but there will be times when we take the wrong path. Remember on both choices it's always just a direction we have taken. We are only as good or as bad as our last decision.

When on the wrong road all you have to do is simply turn around.

Put your brain in gear... before you let the clutch out on your mouth

It's not about where you are, it's about who you are

If you want to become successful, you simply model the actions of successful people, you can learn from successful people, whether they are dead or alive through books.

Money spent without a return is a loss; money spent with a return is an investment.

A critic is a chill looking for a spine to run up, judge yourself before you judge others.

If people have a problem with the colour of your skin, your religion or your sexuality, they are narrow-minded people with narrow-minded ways.

Don't settle for second best. Let me be rich, let me be poor but don't let me settle for mediocre.

If you don't know what business you're in, then you're not in business

Don't always go for the gold, after all, it was the pick and shovel sellers that made the money during the American gold rush and things haven't changed to this day. The people selling the packaging often make more money than the people supplying the contents

In life you will experience all types of pain: physical, financial, fear of failure, etc., but the pain of regret stands head and shoulders above all others.

Expect change - To go forward you will have to change the way you think. In times of change we must change. When a footballer becomes too old to play football, he has lost the tools that got him the jewels. He has to look for something else. Just like trends in the market place, when a particular product isn't securing the jewels any longer you have to move on to the one that is.

Don't ever allow those with no imagination deplete yours.

Don't listen to negative people. Think positive at all times. Listen to the people who tell you that you can, not the people who tell you that you can't.

A car satellite navigation system, as good as it is, still has to be told where it is you want to go. You are no different. The route to your life has to be planned.

Always list the advantages and disadvantages of any task ahead, the loss should never out way the gain.

Mistakes: learn from them, but don't dwell on them. A mistake is only a mistake if you make the same one again - the first time was a learning curve.

Don't rely on your memory. If you have jewels, you keep them in a safe. Your memories and life-changing information should be written down for you to recollect as and when you or your family need it.

Know what you are talking about and know how to deliver what you are talking about.

Beware of conformity. Don't do what everybody does or expects you to do, be your own person. I have never come across anyone who became successful by conforming and I'm not about to hold my breath.

Sometimes you have to do the wrong thing for the right reasons

From the book; *'Don't stop the world I want to stay on.'*

From night club owner to professional fight manager, life was rolling along like a song, that is until it took a turn for the worse. In a short space of time, people I loved and cared for started dying, one after another. Simple decisions became momentous tasks.

Now, excluding my mortgage, I was £35,000 in debt; my confidence was in the gutter. I couldn't see any way out, and being a world record holding magician counted for nothing.

Then a chance meeting with a successful business man made me realise that, for once in my life, I was the right person in the right place at the right time. He passed on to me some pearls of wisdom that had stood him in good stead, and the only money he gave me was an everyday coin that you and I are familiar with, which held the secret to success in every walk of life.

I didn't spend it, and it continues to help me to this day. It was a meeting that was to impact my life from that day on; money troubles were to become a thing of the past, and my life was to become calm and stress free. But more importantly, now it was **me** running **my** life.

From the ingenious mind of **Archimedes** (287-212 BC), pre-eminent Greek mathematician and inventor, who produced works on plane and solid geometry, arithmetic and mechanics, **this book holds his secret to success** in business and everyday life, about which some of the top philosophers and motivational speakers in the world today have written and taught in seminars and lecture halls around the world.

Archimedes was born in Syracuse, Sicily and educated in Alexandria, Egypt.

*The **secret is in code** that predates Leonardo da Vinci's time. £1,000 to the first person to crack the code. Could this be you?*

The clues are in the book...

www.richardtsmith.com

It is unwise to pay too much, but it is worse to pay too little. When you pay too much you lose a little money... that is all. When you pay too little you sometimes lose everything because the thing you bought was incapable of doing the things it was bought to do. The common law of business balance prohibits paying a little and getting a lot... it cannot be done. If you deal with the lowest bidder, it is well to add something for the risk you run...and if you can do that, you will have enough to pay for the something better. John Ruskin

'Build a better world,' said God... and I answered 'how? The world is such a vast place and complicated now And I'm so small and useless there's little I can do.' So God in all his wisdom said, *'Just build a better you'* Unknown

Books by Richard T Smith

- Don't Stop the World I Want to Stay On
- 100 Nuggets of Gold

Notes:

Notes:

Notes:

Notes:

Notes:

Notes:

Notes:

Notes:

