

Select Quotes from *Year To Success*, by Bo Bennett

Here are some selected quotes taken from the writings and speeches of Bo Bennett, author of book *Year To Success* (<http://www.yeartosuccess.com>). Feel free to use these quotes to enhance your speeches, presentations, or writings. Please ensure proper credit is given.

Think of success as a game of chance in which you have control over the odds. As you begin to master concepts in personal achievement, you are increasing your odds of achieving success. – **Bo Bennett, author of *Year To Success***

Communication is about being effective, not always about being proper. – **Bo Bennett, author of *Year To Success***

Having a positive mental attitude is asking how something can be done rather than saying it can't be done. – **Bo Bennett, author of *Year To Success***

An excuse becomes an obstacle in your journey to success when it is made in place of your best effort or when it is used as the object of the blame. – **Bo Bennett, author of *Year To Success***

Enthusiasm is NOT the same as just being excited. One gets excited about going on a roller coaster. One becomes enthusiastic about creating and building a roller coaster. – **Bo Bennett, author of *Year To Success***

If you want plenty of experience in dealing with difficult people, then have kids. – **Bo Bennett, author of *Year To Success***

Enthusiasm is excitement with inspiration, motivation, and a pinch of creativity. – **Bo Bennett, author of *Year To Success***

I like to think of sales as the ability to gracefully persuade, not manipulate, a person or persons into a win-win situation. – **Bo Bennett, author of *Year To Success***

Successful people radiate self-esteem, not self-disgust. – **Bo Bennett, author of *Year To Success***

It's not people who resent successful people; it's resentful people who resent successful people. – **Bo Bennett, author of *Year To Success***

Anyone who wants to sell you overnight success or wealth is not interested in your success; they are interested in your money. – **Bo Bennett, author of *Year To Success***

A dream collage is pictures of your goals. It is like your future photo album. – **Bo Bennett, author of *Year To Success***

People who come from dysfunctional families are not destined for a dysfunctional life. –
Bo Bennett, author of *Year To Success*

Those who improve with age embrace the power of personal growth and personal achievement and begin to replace youth with wisdom, innocence with understanding, and lack of purpose with self-actualization. –
Bo Bennett, author of *Year To Success*

The discipline you learn and character you build from setting and achieving a goal can be more valuable than the achievement of the goal itself. –
Bo Bennett, author of *Year To Success*

Traditional investment vehicles such as IRAs, CDs, stocks and bonds do have their place, but for the rich, they are used more as temporary storage facilities rather than life-long homes. –
Bo Bennett, author of *Year To Success*

Avoiding the phrase “I don’t have time...”, will soon help you to realize that you do have the time needed for just about anything you choose to accomplish in life. –
Bo Bennett, author of *Year To Success*

The "Happy Meal™" certainly is not named that because of all the good it does for kids' bodies. I think they call it that because they are happy people are actually buying it. –
Bo Bennett, author of *Year To Success*

The concept of the “good ol’ days” must be one of our society’s biggest delusions, top reasons for depression, as well as most often used excuse for lack of success. –
Bo Bennett, author of *Year To Success*

Success is about enjoying what you have and where you are, while pursuing achievable goals. –
Bo Bennett, author of *Year To Success*

If you are only doing what you are getting paid for, and doing it no better than the average employee, then your pay is most likely right where it should be. –
Bo Bennett, author of *Year To Success*

Frustration, although quite painful at times, is a very positive and essential part of success. –
Bo Bennett, author of *Year To Success*

Peeves do not make very good pets. –
Bo Bennett, author of *Year To Success*

While we are focusing on fear, worry, or hate, it is not possible for us to be experiencing happiness, enthusiasm or love. –
Bo Bennett, author of *Year To Success*

Affiliate marketing has made businesses millions and ordinary people millionaires. –
Bo Bennett, author of *Year To Success*

*As sure as the spring will follow the winter, prosperity and economic growth will follow recession. – Bo Bennett, author of **Year To Success***

*There is a misleading, unwritten rule that states if a quote giving advice comes from someone famous, very old, or Greek, then it must be good advice. – Bo Bennett, author of **Year To Success***

*If you have not taken the time to define what happiness means to you, what have you spent your whole life pursuing? – Bo Bennett, author of **Year To Success***

*To me, living in the present means being aware of your conscious choice to focus on the past, present or future—it is not necessarily having to focus on the present. – Bo Bennett, author of **Year To Success***

*Most of us are consumed with our own thoughts and desires and are not always thinking about what other people may want. This is not necessarily being egocentric; it is just being human. – Bo Bennett, author of **Year To Success***

*A rejection is nothing more than a necessary step in the pursuit of success. – Bo Bennett, author of **Year To Success***

*It is not rejection itself that people fear, it is the possible consequences of rejection. Preparing to accept those consequences and viewing rejection as a learning experience that will bring you closer to success, will not only help you to conquer the fear of rejection, but help you to appreciate rejection itself. – Bo Bennett, author of **Year To Success***

*Every minute you spend in your life is either spent bringing you closer to your goals or moving you away from your goals. – Bo Bennett, author of **Year To Success***

*I am pretty sure if the TV series 'Seinfeld' was on around when Maslow was writing this hierarchy of needs theory, not missing an episode would have made it somewhere between safety and love. – Bo Bennett, author of **Year To Success***

*An objection is not a rejection; it is simply a request for more information. – Bo Bennett, author of **Year To Success***

*Self-sabotage is like a game of mental tug-of-war. It is the conscious mind versus the subconscious mind where the subconscious mind always eventually wins. – Bo Bennett, author of **Year To Success***

*When it comes to success, there are no shortcuts. – Bo Bennett, author of **Year To Success***

Using rhetorical questions in speeches is a great way to keep the audience involved. Don't you think those kinds of questions would keep your attention? – Bo Bennett, author of Year To Success

You are not, nor ever will be, better than anyone else besides the person you are now. – Bo Bennett, author of Year To Success

Martial arts is not about fighting; it's about building character. – Bo Bennett, author of Year To Success

In sales, a referral is the key to the door of resistance. – Bo Bennett, author of Year To Success

Confusing the words wish, faith and pray with each other usually just results in a minor grammatical faux pas, but when any of these words, especially hope, is confused with action, the results are much more devastating. – Bo Bennett, author of Year To Success

Every day, people settle for less than they deserve. They are only partially living or at best living a partial life. Every human being has the potential for greatness. – Bo Bennett, author of Year To Success

A good leader is one who can tell another how to reach his or her potential; a great leader is one who can help another discover this potential for him or herself. – Bo Bennett, author of Year To Success

Untapped potential is the difference between where a person is now and where he or she can be. – Bo Bennett, author of Year To Success

Not being in tune with your customers is like living in an alternate reality; the way you think your customers feel about your product is not always the same as what your customers really think about your product. – Bo Bennett, author of Year To Success

Resume: a written exaggeration of only the good things a person has done in the past, as well as a wish list of the qualities a person would like to have. – Bo Bennett, author of Year To Success

Diplomacy is more than saying or doing the right things at the right time, it is avoiding saying or doing the wrong things at any time. – Bo Bennett, author of Year To Success

Faked enthusiasm is worse than bad acting - it is bad acting with the intent to deceive. – Bo Bennett, author of Year To Success

Never expect people to treat you any better than you treat yourself. – Bo Bennett, author of Year To Success

*The credo of the average American is "all things in moderation". This is the same average American that is about 20 pounds overweight and has a one out of four chance of dying from heart disease. – Bo Bennett, author of **Year To Success***

*Negotiating techniques do not work all that well with kids, because in the middle of a negotiation, they will say something completely unrelated such as, "You know what? I have a belly button!" and completely throw you off guard. – Bo Bennett, author of **Year To Success***

*If you are going to ask yourself life-changing questions, be sure to do something with the answers. – Bo Bennett, author of **Year To Success***

*Be friendly to everyone. Those who deserve it the least need it the most. – Bo Bennett, author of **Year To Success***

*Not managing your time and making excuses are two bad habits. Don't put them both together by claiming you "don't have the time". – Bo Bennett, author of **Year To Success***

*The secret to having everything you want out of life is the realization that you really don't want most of the things you think you want. – Bo Bennett, author of **Year To Success***

*Think before you act and act on what you believe. – Bo Bennett, author of **Year To Success***

*A single question can be more influential than a thousand statements. – Bo Bennett, author of **Year To Success***

*Show interest in ALL people, not just those from whom you want something. Making people feel important and good about themselves is just the right thing to do. – Bo Bennett, author of **Year To Success***

*The only place opportunity cannot be found is in a closed-minded person. – Bo Bennett, author of **Year To Success***

*The best way to lose a job is just not to care. When you do not care, it shows in everything you do. – Bo Bennett, author of **Year To Success***

*If you think Abraham Lincoln became famous for inventing the town car, it is time to spend a few hours on history. – Bo Bennett, author of **Year To Success***

*A dream becomes a goal when action is taken toward its achievement. – Bo Bennett, author of **Year To Success***

*One's work usually occupies more than half of one's waking life. Choosing work that does not bring happiness will lead to a life that is mostly disappointing. – Bo Bennett, author of **Year To Success***

*For every good reason there is to lie, there is a better reason to tell the truth. – Bo Bennett, author of **Year To Success***

*True popularity comes from acts of kindness rather than acts of stupidity. – Bo Bennett, author of **Year To Success***

*Remember that it is not where you come from, or not even where you are; it is where you are going that matters most. – Bo Bennett, author of **Year To Success***

*Every economy is uncertain. Referring to this or any economy as "uncertain" is an unnecessary and pessimistic redundancy. – Bo Bennett, author of **Year To Success***

*Spend some time this weekend on home improvement; improve your attitude toward your family. – Bo Bennett, author of **Year To Success***

*Success is not in what you have, but who you are. – Bo Bennett, author of **Year To Success***

*Without initiative, leaders are simply workers in leadership positions. – Bo Bennett, author of **Year To Success***

*Visualization is daydreaming with a purpose. – Bo Bennett, author of **Year To Success***

*Value people on their potential, not on their history. – Bo Bennett, author of **Year To Success***

*A dead end can never be a one way street; you can always turn around and take another road. – Bo Bennett, author of **Year To Success***

*It is not our mistakes that define who we are; it is how we recover from those mistakes. – Bo Bennett, author of **Year To Success***

*We can create the ultimate job security by becoming less dependent on the organization for which we work and more dependent on our own resources. – Bo Bennett, author of **Year To Success***