

Coaching Quotations

*Over 2000 witty, wise and wonderful
quotations your clients will love...*



Transitions
Life Coaching

Jackie Fletcher

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Typeset in Trebuchet

*In memory of my mother, Anne Fletcher, and my aunt,
Eva Manes - always reading, always learning.*

ACKNOWLEDGEMENTS

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My husband Fred for his love, support, friendship and patience.

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And finally - all the wonderful people whose words of wisdom appear in this collection!

INTRODUCTION

*"I might repeat to myself, slowly and soothingly,
a list of quotations beautiful from minds profound;
if I can remember any of the damn things."*

DOROTHY PARKER

Don't you just love the way a big idea can be captured in a few choice words? Expressed so neatly yet so powerfully as to really provoke thought?

I began collecting quotations many years ago when I started reading personal development books. At first I jotted them down on scraps of paper, then wrote them into various notebooks, and finally (when at last I learned how to cut and paste) I decided to transfer all the quotations from my scattered and numerous notes onto my PC and sort them into categories.

In 2000 I attended a series of Dale Carnegie courses "Breakthrough to Success" and was again struck by how powerful quotations can be, and how their message can hold true even years after they were first written.

The following year I had a major career change and found myself drawn to life coaching. And straight away, with clients, I found that I was using my 'borrowed wisdom' to convey a point, help them reflect on an idea or new concept, and to inspire and motivate them.

A well-chosen quotation can help clients immeasurably - often leading to some great coaching conversations and personal insights.

So, I have found that using these quotations can really enrich the coaching experience, and I know that clients still draw on them long after we've finished working together. Which is why I've decided to share my collection with you so that your coaching clients can benefit from this borrowed wisdom too!

Jackie Fletcher
BSc (Hons) Psychology, LCH Dip

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ABILITY

"A man of ability and the desire to accomplish something can do anything."

DONALD KIRCHER

"Ability is what you're capable of doing. Motivation determines what you do. Attitude determines how well you do it."

LOU HOLTZ

"It is a fine thing to have ability, but the ability to discover ability in others is the true test."

ELBERT HUBBARD

"Those who believe in our ability do more than stimulate us. They create for us an atmosphere in which it becomes easier to succeed."

JOHN LANCASTER SPALDING

"We all have ability. The difference is how we use it."

STEVIE WONDER

"Ability is a poor man's wealth."

MATTHEW WREN

"You are the only person on earth who can use your ability."

ZIG ZIGLAR

"Success is the maximum utilization of the ability that you have."

ZIG ZIGLAR

ABUNDANCE

"Abundance is not about how much money one has, but about one's attitude about how much one has."

RICK JAROW

"A candle loses nothing by lighting another candle."

JAMES KELLER

"Not what we have, but what we enjoy, constitutes our abundance."

JOHN PETIT-SENN

"Abundance can be had simply by consciously receiving what already has been given."

SUFI SAYING

"When you realise there is nothing lacking, the whole world belongs to you."

LAO-TZU

ACCEPTANCE

"Deal with the world the way it is, not the way you wish it was."

JOHN CHAMBERS, CEO, CISCO SYSTEMS

"It is a sheer waste of time and soul-power to imagine what I would do if things were different. They are not different."

FRANK CRANE

"Sometimes what seems like surrender isn't surrender at all. It's about what's going on in our hearts. About seeing clearly the way life is and accepting it and being true to it, whatever the pain, because the pain of not being true to it is far, far greater."

NICHOLAS EVANS

"Never argue with the inevitable."

PATRICIA FRIPP

"If you can't accept losing, you can't win."

VINCE LOMBARDI

"We win half the battle when we make up our minds to take the world as we find it, including the thorns."

ORISON S. MARDEN

"Life is difficult. This is a great truth, one of the greatest truths. It is a great truth because once we truly see this truth, we transcend it. Once we truly know that life is difficult -- once we truly understand and accept it-- then life is no longer difficult. Because once it is accepted, the fact that life is difficult no longer matters."

M SCOTT PECK

"Happy is he who learns to bear what he cannot change!"

J.C.F. VON SCHILLER

"There are two primary choices in life: to accept conditions as they exist, or accept the responsibility for changing them."

DENIS WAITLEY, AUTHOR OF THE PSYCHOLOGY OF WINNING

ACHIEVEMENT

"Think of yourself as on the threshold of unparalleled success. A whole, clear, glorious life lies before you. Achieve! Achieve!"

ANDREW CARNEGIE

"Activity is not achievement. It is not enough to rush about beginning a lot of things and keeping busy. A well-spent life is one that rounds out what it has begun."

EKNATH EASWARAN

"The devotion of thought to an honest achievement makes the achievement possible."

MARY BAKER EDDY

The three great essentials to achieve anything worth while are, first, hard work; second, stick-to-itiveness; third, common sense."

THOMAS EDISON

"The starting point of all achievement is desire. Keep this constantly in mind. Weak desire brings weak results, just as a small amount of fire makes a small amount of heat."

NAPOLEON HILL

"We would accomplish many more things if we did not think of them as impossible."

C. MALESHERBES

"Don't mistake movement for achievement. It's easy to get faked out by being busy. The question is: Busy doing what?"

JIM ROHN

"Happiness lies in the joy of achievement and the thrill of creative effort."

FRANKLIN DELANO ROOSEVELT

"Will you look back on life and say 'I wish I had' or 'I'm glad I did'?"

ZIG ZIGLAR

"Some people dream of worthy accomplishments, while others stay awake and achieve them."

UNKNOWN

ACTION

"Action is worry's worst enemy."

AMERICAN PROVERB

"Vision without action is merely a dream. Action without vision just passes the time. Vision with action can change the world."

JOEL BARKER

"If opportunity doesn't knock...build a door."

MILTON BERLE

"Thinking you can achieve your goals without decisive action, is like thinking you can win the lottery without buying a ticket."

GARY RYAN BLAIR

"You don't have to be great to get going, but you have to get going to be great."

LES BROWN

"Everything you want is out there waiting for you to ask. Everything you want, wants you. But you have to take action to get it."

JACK CANFIELD

"Talk does not cook rice."

CHINESE PROVERB

"You don't drown by falling in the water; you drown by staying there."

EDWIN LOUIS COLE

"Behold the turtle. He only makes progress when he sticks his neck out."

JAMES BRYANT CONANT

"It does not matter how slowly you go, so long as you do not stop."

CONFUCIOUS

"The problem in my life and other people's lives is not the absence of knowing what to do, but the absence of doing it."

PETER DRUCKER

"An ounce of action is worth a ton of theory."

FRIEDRICH ENGELS, PHILOSOPHER AND ECONOMIST

"The most powerful thing you can do to change the world is to change your own beliefs about the nature of life, people and reality to something more positive...and begin to act accordingly."

SHAKTI GAWAIN

"Knowing is not enough; we must apply. Willing is not enough; we must do."

JOHANN WOLFGANG VON GOETHE

"One hundred percent of the shots you don't take never go in."

WAYNE GRETZKY

"We will either find a way, or make one."

HANNIBAL

"Vision is not enough; it must be combined with venture. It is not enough to stare up the steps; we must step up the stairs."

VACLAV HAVEL

"Do not wait; the time will never be 'just right'. Start where you stand, and work with whatever tools you may have at your command, and better tools will be found as you go along."

NAPOLEON HILL

"To reach a port we must sail, sometimes with the wind and sometimes against it. But we must not drift or lie at anchor."

OLIVER WENDELL HOLMES

"You'll never plough a field by turning it over in your mind."

IRISH PROVERB

"Vision without action is a daydream. Action without vision is a nightmare."

JAPANESE PROVERB

"If doubt is challenging you and you do not act, doubts will grow. Challenge the doubts with action and you will grow. Doubt and action are incompatible."

JOHN KANARY

"Make the most of today. Translate your good intentions into actual deeds."

GRENVILLE KLEISER, 1868-1953, AUTHOR

"A year from now you may wish you had started today."

KAREN LAMB

"The difference between 'wanting' and 'having' is 'doing'"

SHAWN LEBRUN

"You can't leave footprints in the sands of time if you're sitting on your butt. And who wants to leave buttpoints in the sands of time?"

BOB MOAWAD

"The odds of hitting a target go up dramatically when you aim at it."

MAL PANCOAST

"Action is a great restorer and builder of confidence. Inaction is not only the result, but the cause, of fear. Perhaps the action you take will be successful; perhaps different action or adjustments will have to follow. But any action is better than no action at all."

NORMAN VINCENT PEALE

"I am always doing things I can't do; that's how I get to do them."

PABLO PICASSO

"Footprints on the sands of time are not made by sitting down."

PROVERB

"A knowledge of the path cannot be substituted for putting one foot in front of the other."

M.C. RICHARDS

"The path to success is to take massive, determined action."

ANTHONY ROBBINS

"Even if you're on the right track, you'll get run over if you just sit there."

WILL ROGERS

"It is not what happens that determines the major part of your future. What happens, happens to us all. It is what you do about what happens that counts."

JIM ROHN

"The miracle of the seed and the soil is not available by affirmation; it is only available by labor."

JIM ROHN

"You don't have to get it right - you just have to get it going."

JOE SCHROEDER

“People are always blaming their circumstances for what they are. I don’t believe in circumstances. The people who get on in this world are the people who get up and look for the circumstances they want, and if they can’t find them, make them.”

GEORGE BERNARD SHAW

“Thinking creates an image. Images control feelings. Feelings cause actions. Actions create results.”

LELAND VAL VANDEWALL

“I couldn’t wait for success, so I just went ahead without it.”

JONATHON WINTERS

“If we don’t start, it’s certain we can’t arrive.”

ZIG ZIGLAR

“You don’t drown by falling in water. You only drown if you stay there.”

ZIG ZIGLAR

“Don’t wait until you feel like taking a positive action. Take the action and then you will feel like doing it.”

ZIG ZIGLAR

“If you want to get lucky, get busy.”

UNKNOWN

“Don’t wait for your ship to come in - swim out to meet it!”

UNKNOWN

ADVICE

“People who ask our advice almost never take it. Yet we should never refuse to give it, upon request, for it often helps us to see our own way more clearly.”

BRENDAN FRANCIS

“Free advice is worth the price.”

ROBERT HALF

“Advice is what we ask for when we already know the answer but wish we didn’t.”

ERICA JONG

“The true secret of giving advice is, after you have honestly given it, to be perfectly indifferent whether it is taken or not, and never persist in trying to set people right.”

HANNAH WHITALL SMITH

“The only thing to do with good advice is pass it on. It is never any use to oneself.”

OSCAR WILDE

“I always advise people never to give advice.”

P.G. WODEHOUSE

ANGER

“The fly cannot be driven away by getting angry at it.”

AFRICAN PROVERB

“Speak when you are angry, and you will make the best speech you will ever regret.”

AMBROSE BIERCE

“Anger is fuel. It is meant to be acted on, not acted out.”

JULIA CAMERON

“Anger or hatred is like a fisherman’s hook. It is very important for us to ensure that we are not caught by it.”

DALAI LAMA

“Any person capable of angering you becomes your master; he can anger you only when you permit yourself to be disturbed by him.”

EPICETETUS

“If you try to kill all your enemies, you’ll never succeed. But if you kill your anger, you’ll have no enemies.”

SHANTIDEVA

"Anger is the only thing to put off till tomorrow."

SLOVAKIAN PROVERB

"When a person becomes angry, he acquires only his anger."

THE TALMUD

"Anger is a condition in which the tongue works faster than the mind."

UNKNOWN

APPRECIATION - SEE GRATITUDE AND APPRECIATION

ARGUMENT - SEE CONFLICT

ASSERTIVENESS

"The basic difference between being assertive and being aggressive is how our words and behaviour affect the rights and well being of others."

SHARON ANTHONY BOWER

"You have to decide what your highest priorities are and have the courage -- pleasantly, smilingly, non-apologetically -- to say no to other things. And the way you do that is by having a bigger yes burning inside."

STEPHEN COVEY

"Saying 'no' can be a powerful positive choice, and saying 'yes' a devastating negative one."

DR. MARDY GROTHE

"For if one is unable to assert oneself, one is unable to participate in a genuine relationship."

ROLLO MAY

"Learn how to say no. Don't let your mouth overload your back."

JIM ROHN

ATTITUDE / DISPOSITION (SEE ALSO POSITIVE THINKING AND PERCEPTION)

"There is little sense in attempting to change external conditions, you must first change your inner beliefs, then outer conditions will change accordingly."

BRIAN ADAMS

"If you don't like something, change it. If you can't change it, change your attitude."

MAYA ANGELOU, AUTHOR AND POET

"Whenever you're in conflict with someone, there is one factor that can make the difference between damaging your relationship and deepening it. That factor is attitude."

TIMOTHY BENTLEY

"Life is 10 percent what you make it and 90 percent how you take it."

IRVING BERLIN

"'I can't do it' never yet accomplished anything; 'I will try' has performed wonders."

GEORGE P. BURNHAM

"Pain is inevitable. Suffering is optional."

M. KATHLEEN CASEY

"A happy person is not a person in a certain set of circumstances, but rather a person with a certain set of attitudes."

HUGH DOWNS, VETERAN JOURNALIST

"You cannot always control what goes on outside. But you can always control what goes on inside."

WAYNE DYER

"The last of the human freedoms: to choose one's attitude in any given set of circumstances, to choose one's own way."

VICTOR FRANKEL

"It is my personal approach that creates the climate. It is my daily mood that makes the weather."

GOETHE

"The only disability in life is a bad attitude."

SCOTT HAMILTON

"Ability is what you're capable of doing. Motivation determines what you do. Attitude determines how well you do it."

LOU HOLTZ

"Human beings, by changing the inner attitudes of their minds, can change the outer aspects of their lives."

WILLIAM JAMES

"Seek out that particular mental attribute which makes you feel most deeply and vitally alive, along with which comes the inner voice which says 'This is the real me' and when you have found that attitude, follow it."

WILLIAM JAMES

"The greatest discovery of my generation is that a human being can alter his life by altering his attitude of mind."

WILLIAM JAMES

"Abundance is not about how much money one has, but about one's attitude about how much one has."

RICK JAROW

"I find that it is not the circumstances in which we are placed, but the spirit in which we face them, that constitutes our comfort."

ELIZABETH T. KING

"I am happy and content because I think I am."

ALAIN-RENE LESAGE

"All the technology in the world will never replace a positive attitude."

HARVEY MACKAY

"We would accomplish many more things if we did not think of them as impossible."

C. MALESHERBES

"Could we change our attitude, we should not only see life differently, but life itself would come to be different. Life would undergo a change of appearance because we ourselves had undergone a change of attitude."

KATHERINE MANSFIELD, WRITER

"We win half the battle when we make up our minds to take the world as we find it, including the thorns."

ORISON S. MARDEN

"A man is not hurt so much by what happens, as by his opinion of what happens."

MICHEL EYQUEM DE MONTAIGNE

"A strong positive attitude will create more miracles than any wonder drug."

PATRICIA NEAL

"Our attitude is something we can control. We can establish our attitude each morning when we start our day. In fact, we do just that whether we realize it or not."

EARL NIGHTINGALE

"A great attitude does much more than turn on the lights in our worlds; it seems to magically connect us to all sorts of serendipitous opportunities that were somehow absent before the change."

EARL NIGHTINGALE

"Change your thoughts and you change your world."

NORMAN VINCENT PEALE

"Don't say, 'If I could, I would.' Say, 'If I can, I will.'"

JIM ROHN

"It is not what happens that determines the major part of your future. What happens, happens to us all. It is what you do about what happens that counts."

JIM ROHN

"The minute you start talking about what you're going to do if you lose, you have lost."

GEORGE SHULTZ

"If you have a guy with all the survival training in the world who has a negative attitude and a guy who doesn't have a clue but has a positive attitude, I guarantee you that the one with the positive attitude is coming out of the woods alive."

GORDON SMITH, SERE INSTRUCTOR

"If you think everything is a gift for you to learn from and grow, then it is. If you think everything is a test to see how you are doing, then it is. It's your choice how you respond to events."

STEVE STRAUSE

"Time is a created thing. To say 'I don't have time,' is like saying, 'I don't want to.'"

LAO-TZU

"A cloudy day is no match for a sunny disposition."

WILLIAM WARD

"The pessimist complains about the wind; the optimist expects it to change; the realist adjusts the sails."

WILLIAM ARTHUR WARD

"The greater part of our happiness or misery depends on our dispositions and not our circumstances."

MARTHA WASHINGTON 1731-1802, FORMER FIRST LADY

"Things turn out best for the people who make the best of the way things turn out."

JOHN WOODEN, BASKETBALL COACH

"You cannot tailor make the situations in life, but you can tailor make the attitudes to fit those situations before they arise."

ZIG ZIGLAR

“Don’t say you don’t have enough time. You have exactly the same number of hours per day that were given to Helen Keller, Pasteur, Michelangelo, Mother Teresa, Leonardo da Vinci, Thomas Jefferson and Albert Einstein.”

UNKNOWN

“Don’t take life too seriously, you’re not getting out of it alive.”

UNKNOWN

“You can’t afford the luxury of a negative thought.”

UNKNOWN

“Attitude is the mind’s paintbrush, it can colour any situation.”

UNKNOWN

AUTHENTIC LIFE (SEE ALSO INDEPENDENCE AND INDIVIDUALITY)

“Resolve to be thyself: and know, that he who finds himself, loses his misery.”

MATTHEW ARNOLD

“To get what you really want you must BE who you truly are.”

MICHAEL ANGIER

“Sometimes what seems like surrender isn’t surrender at all. It’s about what’s going on in our hearts. About seeing clearly the way life is and accepting it and being true to it, whatever the pain, because the pain of not being true to it is far, far greater.”

NICHOLAS EVANS

“The minute you choose to do what you really want to do, it’s a different kind of life.”

BUCKMINSTER FULLER, INVENTOR AND PHILOSOPHER

“Always be a first-rate version of yourself, instead of a second-rate version of someone else.”

JUDY GARLAND

"To love what you do and feel that it matters -- how could anything be more fun?"

KATHERINE GRAHAM

"For years you might have lived as your parents' you, your friends' you, your teachers' you, your partners' you and your bosses' you, but where on earth are YOU?"

ROBERT HARPER

"He who trims himself to suit everyone will soon whittle himself away."

RAYMOND HULL

"When you love what you do, believe in what you do, you will then be able to attract to you the people, opportunities, money and love that you want with confidence and ease."

THOMAS LEONARD, FOUNDER OF COACH UNIVERSITY

"A musician must make music, an artist must paint, a poet must write if he is ultimately to be at peace with himself. What one can be, one must be."

ABRAHAM MASLOW

"Musicians must make music, artists must paint, poets must write if they are to be ultimately at peace with themselves. What human beings can be, they must be. They must be true to their own nature. This need we may call self-actualization."

ABRAHAM MASLOW

"Let the beauty you love, be what you do."

RUMI

"There can be no happiness if the things we believe in are different from the things we do."

FREYA MADELINE STARK

"Live your beliefs and you can turn the world around."

HENRY DAVID THOREAU

"Follow the grain in your own wood."

HOWARD THURMAN

"When I let go of what I am, I become what I might be."

LAO-TZU

"Your profession is not what brings home your paycheck. Your profession is what you were put on earth to do with such passion and such intensity that it becomes spiritual in calling."

VINCENT VAN GOGH

"I do not know anyone who feels unafraid of what people would think of them if they allowed themselves to be themselves. As a result, the truest expression of humanity remains unexpressed. Your full participation in life is needed, and that requires allowing all of who you are to shine."

LINDA WHITE DOVE

"Life is not about doing and having. It is about being and becoming."

UNKNOWN

BELIEFS

"If you don't change your beliefs, your life will be like this forever. Is that good news?"

ROBERT ANTHONY, AUTHOR

"Aerodynamically a bumblebee shouldn't be able to fly, but the bumblebee doesn't know that so it goes on flying anyway."

MARY KAY ASH

"Every person is the creation of himself, the image of his own thinking and believing. As individuals think and believe, so they are."

CLAUDE BRISTOL

"Man is what he believes."

ANTON CHEKHOV

"There's nothing that can help you understand your beliefs more than trying to explain them to an inquisitive child."

FRANK A. CLARK

"We are what we believe we are."

BENJAMIN N. CARDOZO

"It is better to believe than to disbelieve. In so doing you bring everything to the realm of possibility."

ALBERT EINSTEIN

"What you perceive, your observations, feelings, interpretations, are all your truth. Your truth is important. Yet it is not The Truth."

LINDA ELLINOR

"If I believe I cannot do something, it makes me incapable of doing it. But when I believe I can, then I acquire the ability to do it, even if I did not have the ability in the beginning."

MAHATMA GANDHI

"The most powerful thing you can do to change the world is to change your own beliefs about the nature of life, people and reality to something more positive...and begin to act accordingly."

SHAKTI GAWAIN

"If you accept a limiting belief, then it will become a truth for you."

LOUISE HAY

"All that a belief is, is a thought that you keep practicing."

ABRAHAM HICKS

"Whatever the mind can conceive and believe, the mind can achieve."

NAPOLEON HILL

"Belief creates the actual fact."

WILLIAM JAMES

"Within you right now is the power to do things you never dreamed possible. This power becomes available to you just as soon as you can change your beliefs."

DR. MAXWELL MALTZ

"One person with a belief is equal to a force of ninety-nine who have only interest."

JOHN STEWART MILL

"Beliefs: Those things we hold to be true despite evidence to the contrary."

JOSEPH O'CONNOR

“Every time you let go of something limiting you create space for something better.”

STEVEN C. PAUL

“If you believe you can and believe it strongly enough, you’ll be amazed at what you can do.”

NIDO QUBEIN

“What good is a belief if it does not benefit your life?”

PHINEAS PARKHURST QUIMBY

“Believe it can be done. When you believe something can be done, really believe, your mind will find the ways to do it. Believing a solution paves the way to solution.”

DR. DAVID SCHWARTZ, AUTHOR OF “THE MAGIC OF THINKING BIG”

“Live your beliefs and you can turn the world around.”

HENRY DAVID THOREAU

“The thing always happens that you really believe in; and the belief in a thing makes it happen.”

FRANK LLOYD WRIGHT

“Belief creates the actual fact.”

Unknown

BE YOUR BEST - SEE PERSONAL DEVELOPMENT

BOLDNESS

“Whatever you can do or dream you can, begin it. Boldness has genius, power, and magic in it. Begin it now.”

GOETHE

"Don't wait for a light to appear at the end of the tunnel, stride down there and light the bloody thing yourself."

SARA HENDERSON

"Be bold and mighty forces will come to your aid."

BASIL KING

"There is no more liberating, no more exhilarating experience than to determine one's position, state it bravely, and then to act **BOLDLY**."

ELEANOR ROOSEVELT

"I learned this, at least, by my experiment: that if one advances confidently in the direction of his dreams, and endeavours to live the life which he had imagined, he will meet with a success unexpected in common hours."

HENRY THOREAU

CALMNESS OF MIND

"The more tranquil a man becomes, the greater is his success, his influence, his power for good. Calmness of mind is one of the beautiful jewels of wisdom."

JAMES ALLEN, 1864-1912, AUTHOR OF "AS A MAN THINKETH"

"Only in quiet waters things mirror themselves undistorted, only in a quiet mind is adequate perception of the world."

HANS MARGOLIUS

"If you know the point of balance, you can settle the details. If you can settle the details, you can stop running around. Your mind will become calm. If your mind becomes calm, you can think in front of a tiger. If you can think in front of a tiger, you will surely succeed."

MENCIUS

"All spiritual disciplines are done with a view to still the mind. The perfectly still mind is universal spirit."

SWAMI RAMDAS

CHALLENGE - SEE STRENGTH FROM ADVERSITY

CHANGE

"Here's the risk you take when you change: that people you've been involved with won't like the new you. But other people who do will come along."

LISA ALTHER

"Not everything that is faced can be changed, but nothing can be changed until it is faced."

JAMES BALDWIN

"Any change, even a change for the better, is always accompanied by drawbacks and discomforts."

ARNOLD BENNET

"Effective change is not something you do to people. It's something you do with them."

K BLANCHARD AND T WAGHORN

"If you never change your mind, why have one?"

EDWARD DE BONO

"Change. It has the power to uplift, to heal, to stimulate, surprise, open new doors, bring fresh experience and create excitement in life. Certainly it is worth the risk."

LEO BUSCAGLIA

"The key to change is to let go of fear."

ROSEANNE CASH

"We cannot change what we do, until we change what we know."

R CLINE

“Change is inevitable, growth is intentional.”

GLENDA CLOUD

“It is not the strongest of the species that survive, nor the most intelligent, but the most responsive to change.”

CHARLES DARWIN

“No one can persuade another to change. Each of us guards a gate of change that can only be opened from the inside. We cannot open the gate of another, either by argument or emotional appeal.”

MARILYN FERGUSON

“Something must die in order to grow--your old habits, your old self image, your old thinking, your old life...must be weeded out for the seeds of success to grow.”

DOUG FIREBAUGH

“Be the change you want to see in the world.”

GANDHI

“Until you make a conscious decision to do something different, your life will never change.”

BYRON V. GARRETT

“Our dilemma is that we hate change and love it at the same time; what we really want is for things to remain the same but get better.”

SYDNEY J. HARRIS

“There is nothing permanent except change.”

HERACLITUS

“Without change, something sleeps inside us, and seldom awakens. The sleeper must awaken.”

FRANK HERBERT

“Every new adjustment is a crisis in self esteem.”

ERIC HOFFER

“In times of change the learners shall inherit the earth, while the learned find themselves beautifully equipped to deal with a world that no longer exists.”

ERIC HOFFER

"To embrace the future, let go of the past."

PETER DE JAGER

"Quite often we change jobs, friends and spouses instead of ourselves."

AKBARALI H. JETHA

"Every positive change - every jump to a higher level of energy and awareness - involves a rite of passage. Each time to ascend to a higher rung on the ladder of personal evolution, we must go through a period of discomfort, of initiation. I have never found an exception."

DAN MILLMAN

"Just remember: People tend to resist that which is forced upon them. People tend to support that which they help to create."

VINCE PFAFF

"The organisation that can't communicate can't change, and the corporation that can't change is dead."

NIDO QUBEIN

"If you don't like how things are, change it! You're not a tree."

JIM ROHN

"I used to say, 'I sure hope things will change.' Then I learned that the only way things are going to change for me is when I change."

JIM ROHN

"We generally change ourselves for one of two reasons: inspiration or desperation."

JIM ROHN

"If the idea of having to change ourselves makes us uncomfortable, we can remain as we are. We can choose rest over labor, entertainment over education, delusion over truth, and doubt over confidence. The choices are ours to make. But while we curse the effect, we continue to nourish the cause."

JIM ROHN

"As one person I cannot change the world, but I can change the world of one person."

PAUL SHANE SPEAR

"It takes a lot of courage to release the familiar and seemingly secure, to embrace the new. But there is no real security in what is no longer meaningful. There is more security in the adventurous and exciting, for in movement there is life, and in change there is Power."

MARGARET STORTZ

"Things do not change: we change."

HENRY DAVID THOREAU

"Everyone thinks of changing the world, but no one thinks of changing himself...."

LEO TOLSTOY

"They always say time changes things, but you actually have to change them yourself."

ANDY WARHOL

"Adapt or perish, now as ever, is Nature's inexorable imperative."

H G WELLS

"If you want some things in your life to change, you need to change some things in your life!"

ANON

"If nothing ever changed, there'd be no butterflies."

UNKNOWN

CHARACTER

"You can tell more about a person by what he says about others than you can by what others say about him."

LEO AIKMAN

"Character may be manifested in the great moments, but it is made in the small ones."

PHILLIPS BROOKS

“Never does a man portray his character more vividly than his proclaiming the character of another.”

WINSTON CHURCHILL

“Men of genius are admired; men of wealth are envied; men of power are feared. But only men of character are trusted.”

ARTHUR FREEMAN

“Nothing shows a man’s character more than what he laughs at.”

JOHANN WOLFGANG VON GOETHE

“When wealth is lost, nothing is lost; when health is lost, something is lost; when character is lost, all is lost.”

BILLY GRAHAM

“Fame is a vapor, popularity is an accident, money takes wings, those who cheer you today may curse you tomorrow. The only thing that endures is character.”

HORACE GREELEY

“Character cannot be developed in ease and quiet. Only through experience of trial and suffering can the soul be strengthened, vision cleared, ambition inspired and success achieved.”

HELEN KELLER

“The ultimate measure of a man is not where he stands in moments of comfort and convenience, but where he stands at times of challenge and controversy.”

MARTIN LUTHER KING, JR.

“The true measure of a man is how he treats someone who can do him absolutely no good.”

ANN LANDERS

“Nearly all men can stand adversity, but if you want to test a man’s character, give him power.”

ABRAHAM LINCOLN

“The way one handles business, marriage, children and illness reveals one’s true identity.”

KEVIN W. MCCARTHY

"If you want to know what a man is really like, take notice how he acts when he loses money."

NEW ENGLAND PROVERB

"I care not what others think of what I do, but I care very much about what I think of what I do. That is character!"

THEODORE "TEDDY" ROOSEVELT, 1858-1919, TWENTY-SIXTH PRESIDENT OF THE USA

"It is with trifles and when he is off guard that a man best reveals his character."

ARTHUR SCHOPENHAUER

"Sow a character, reap a destiny."

SAMUEL SMILES

"Character is doing the right thing when nobody's looking."

J.C. WATTS

"Tis easy enough to be pleasant, when life flows like a song. But the man worthwhile is the one who will smile when everything goes dead wrong."

ELLA WHEELER WILCOX

"If you think about what you ought to do for other people, your character will take care of itself."

WOODROW WILSON

CHOICE

"By becoming a conscious choice-maker, you begin to generate actions that are evolutionary for you."

DEEPAK CHOPRA

"A moment of choice is a moment of truth. It's the testing point of our character and competence."

STEPHEN COVEY

"To decide to be at the level of choice is to take responsibility for your life and to be in control of your life."

ARBIE M. DALE, AUTHOR

"Between stimulus and response, there is a space. In that space lies our freedom and power to choose our response. In our response lies our growth and freedom."

VICTOR FRANKL, AUTHOR

"Choosing to live your life by your own choice is the greatest freedom you will ever have."

SHAD HELMSTETTER

"When you have to make a choice and don't make it, that is in itself a choice."

WILLIAM JAMES

"Making the best choices about how you'll use your time is more important than doing efficiently whatever job happens to be around."

ALAN LAKEIN

"Circumstances and situations do colour life, but you have been given the mind to choose what the colour shall be."

JOHN HOMER MILLER

"It's choice - not chance - that determines your destiny."

JEAN NIDETCH

"You don't get to control any outcome only every choice you make along the way"

STEPHEN PAUL

"If you choose not to decide, you still have made a choice."

NEIL PEART

"That something happened to you is of no importance to anyone, not even to you. The important thing about you is what you choose to make happen -- your values and choices."

AYN RAND, RUSSIAN-BORN WRITER & LIBERTARIAN PHILOSOPHER

"One's philosophy is expressed in the choices one makes."

ANNA ELEANOR ROOSEVELT, STATESWOMAN AND WRITER

"I chose and my world was shaken. So what? The choice may have been mistaken; the choosing was not. You have to move on."

STEPHEN SONDEIM

"We have a choice: to plow new ground or let the weeds grow."

JONATHAN WESTOVER

"There are always two choices, two paths to take. One is easy. And its only reward is that it's easy."

UNKNOWN

CIRCUMSTANCES

"Circumstances do not make the man, they reveal him."

JAMES ALLEN

"Circumstances may cause interruptions and delays, but never lose sight of your goal. Prepare yourself in every way you can by increasing your knowledge and adding to your experience, so that you can make the most of opportunity when it occurs."

MARIO ANDRETTI

"Circumstances—what are circumstances? I make circumstances"

NAPOLEON BONAPARTE

"A man is worked upon by what he works on. He may carve out his circumstances, but his circumstances will carve him out as well."

FREDERICK DOUGLASS

"I know now that my circumstances do not make me what I am, but that they reveal who I have chosen to be."

WAYNE W. DYER

"Whether you're winning or losing, it is important to always be yourself. You can't change because of the circumstances around you."

COTTON FITZSIMMONS

“We can let circumstances rule us, or we can take charge and rule our lives from within.”

EARL NIGHTINGALE

“People are always blaming their circumstances for what they are. I don’t believe in circumstances. The people who get on in this world are the people who get up and look for the circumstances they want, and, if they can’t find them, make them.”

GEORGE BERNARD SHAW

COACHING

“A coach is someone who tells you what you don’t want to hear, who has you see what you don’t want to see, so you can be who you have always known you could be.”

TOM LANDRY

“Effective change is not something you do to people. It’s something you do with them.”

K BLANCHARD AND T WAGHORN

“You just give folks a key, and they can open their own locks.”

ROBERT R MCCAMMON

“Coaching for me is an art, a dance between two people, a conversation which challenges and swirls both with visions and practicalities, but which above all communicates with the wisest parts of the soul, encouraging great choices and positive actions.”

GEORGE METCALFE

“Who you are is how you coach.”

EDNA MURDOCH

“I want to do for you what the spring does to the cherry trees.”

PABLO NERUDA

“We could all use a little coaching. When you’re playing the game, it’s hard to think of everything.”

JIM ROHN

“Those who believe in our ability do more than stimulate us. They create for us an atmosphere in which it becomes easier to succeed.”

JOHN LANCASTER SPALDING

COMFORT ZONE / PLAYING SMALL

“Everything you want is just outside your comfort zone.”

ROBERT ALLEN

“All greatness is achieved while performing outside your comfort zone.”

GREG ARNOLD

“If you try to measure the future, you will never risk the present. Playing it safe. A ghastly game.”

CATHERINE DENEUVE

“The minute you settle for less than you deserve, you get even less than you settled for.”

MAUREEN DOWD

“I have never been contained except I made the prison.”

MARY EVANS

“If you play it safe in life you’ve decided that you don’t want to grow any more.”

SHIRLEY HUFSTEDLER

“Do you want to be safe and good, or do you want to take a chance and be great?”

JIMMY JOHNSON

“There is no passion to be found playing small - in settling for a life that is less than the one you are capable of living.”

NELSON MANDELA, FORMER PRIME MINISTER OF SOUTH AFRICA

“The biggest human temptation is to settle for too little.”

THOMAS MERTON

"The greatest danger for most of us is not that our aim is too high and we miss it, but that it is too low and we reach it."

MICHELANGELO

"Playing safe is only playing."

CHUCK OLSON

"Only as high as I reach can I grow, Only as far as I seek can I go, Only as deep as I look can I see, Only as much as I dream can I be."

KAREN RAVN

"Most of us tiptoe through life in order to make it safely to death."

THEODORE ROOSEVELT

"Your playing small doesn't serve the world. There's nothing enlightened about shrinking so that other people won't feel insecure around you. We are all meant to shine, as children do."

MARIANNE WILLIAMSON

COMMITMENT

"Desire is the key to motivation, but it's the determination and commitment to the unrelenting pursuit of your goal, a commitment to excellence, that will enable you to attain the success you seek."

MARIO ANDRETTI

"There's a difference between interest and commitment. When you're interested in doing something, you do it only when it's convenient. When you're committed to something, you accept no excuses - only results."

KEN BLANCHARD

"Wheresoever you go, go with all your heart."

CONFUCIUS

"Unless commitment is made, there are only promises and hopes... but no plans."

PETER F DRUCKER

"Remember that the people you are talking to are a hundred times more interested in themselves and their wants and problems than they are in you and your problems. A person's toothache means more to that person than a famine in China which kills a million people...Think of that the next time you start a conversation."

DALE CARNEGIE

"That the birds of worry and care fly over your head, this you cannot change, but that they build nests in your hair, this you can prevent."

CHINESE PROVERB

"Every evening I turn my worries over to God. He's going to be up all night anyway."

MARY C. CROWLEY

"Difficult times have helped me to understand better than before, how infinitely rich and beautiful life is in every way, and that so many things that one goes worrying about are of no importance whatsoever..."

ISAK DINESEN

"There are two kinds of worries -- those you can do something about and those you can't. Don't spend any time on the latter."

DUKE ELLINGTON

"What torments of grief you endured, from evils that never arrived."

RALPH WALDO EMERSON

"Do not anticipate trouble, or worry about what may never happen. Keep in the sunlight."

BENJAMIN FRANKLIN

"If pleasures are greatest in anticipation, just remember that this is also true of trouble."

ELBERT HUBBARD 1859-1915, AUTHOR AND PUBLISHER

"If you believe that feeling bad or worrying long enough will change a past or future event, then you are residing on another planet with a different reality system."

WILLIAM JAMES, AMERICAN PSYCHOLOGIST

"How simple it is to see that all the worry in the world cannot control the future. How simple it is to see that we can only be happy now. And that there will never be a time when it is not now."

GERALD JAMPOLSKY

"When we see ourselves in a situation which must be endured and gone through, it is best to make up our minds to it, meet it with firmness, and accommodate everything to it in the best way practicable. This lessens the evil, while fretting and fuming only serves to increase your own torments."

THOMAS JEFFERSON 1743-1826, 3RD U.S. PRESIDENT

"You can destroy your now by worrying about tomorrow."

JANIS JOPLIN

"If we worry, we don't trust; if we trust, we don't worry. Worry does not empty tomorrow of its grief, but it does empty today of its joy."

JAMES KURTZ

"The most pleasant and useful persons are those who leave some of the problems of the universe for God to worry about."

DON MARQUIS

"What worries you, masters you."

HADDON W. ROBINSON, MINISTER AND AUTHOR

"When you worry about the problems of tomorrow, you are creating unhappiness for yourself today."

SHANTIDASA

"It has been said that our anxiety does not empty tomorrow of its sorrow, but only empties today of its strength."

CHARLES HADDON SPURGEON

"Worrying is like a rocking chair, it gives you something to do, but it gets you nowhere."

GLENN TURNER

"Do not worry. I heard recently that worry is the wrong use of the imagination. That is perhaps the best definition I have ever heard. Worry is just thinking about all of the bad possibilities, isn't it? Well, courage is just thinking about all the great possibilities and then acting upon them!"

CHRIS WIDENER

“Worrying is like shovelling smoke.”

UNKNOWN

“Worrying about something that may never happen is like paying interest on money you may never borrow.”

UNKNOWN

“Worry is a thin stream of fear trickling through the mind. If you don’t take action, it cuts a channel into which all other thoughts are drained.”

UNKNOWN

“A day of worry is more exhausting than a week of work.”

UNKNOWN

“Worry is the first cousin of fear.”

UNKNOWN

“You can’t change the past, but you can ruin the present by worrying over the future.”

UNKNOWN

HELP ME MAKE IT EVEN BETTER...

I have done my utmost to ensure the accuracy of the sources and quotations in this book but with a project of this size it's inevitable that the odd error (or misrepresentation) may have crept in. So, in the first instance, I apologise if I have misrepresented any of the quotes and would graciously welcome any feedback that will make future editions even more valuable to readers.

ABOUT THE AUTHOR



Jackie Fletcher, BSc (Hons) Psychology, LCH Dip

Before becoming a life coach Jackie spent 22 years as an insolvency practitioner, working for 2 of the Big 5 accountants, which gave her great experience coaching directors in crisis situations!

Her love of 'borrowed wisdom' and self development started many years before she found coaching. Since becoming a coach she's completely changed her life. She used to live to work but now has a balanced life full of wonderful friends.

Jackie coaches busy professionals, small business owners, other coaches (just starting out) and successful individuals looking for more from their lives. She particularly loves working with people who are enthusiastic, passionate about being their best, and open to exploring new ideas.

Jackie is married to long term partner Fred, has 3 cats and lives in Ringwood (New Forest).

Find out more about Jackie and her coaching, or just get in touch, here...

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