

## *Walter Hailey Quotes:*

- Our job is not to make a sale it is to create a client
- The law of compensation: you can have anything in life you want if you help enough other people get more of what they want and less of what they don't want
- If you don't know where you're going, any road will get you there
- The secret to market success: find where your market is going and be there when they get there with what they want
- It's easier to copy genius than to create mediocrity Walter Hailey
- People are generally persuaded by the reasons which they have themselves discovered than by those which have come into the minds of others Pascal
- The law of research: the more you know about the other person the more they think you know about what you are doing
- If you keep on doing what you've been doing what makes you think you're not going to keep on getting what you've been getting
- The pessimist sees the difficulty in every opportunity, The optimist, the opportunity in every difficulty
- People don't care how much you know until they know how much you care
- Whatever the mind can conceive and believe it can achieve
- If you refuse to accept anything but the best you very often get it
- Obstacles are what you see when you take your mind off of your goals
- I promise I will never, ever allow another human being to cause me to think less of me
- Mastermind alliance: two or more minds joined together in perfect harmony toward a powerful purpose
- FEAR False Evidence Appearing Real
- Build better BLT Believability Likeability Trust
- TEAM Together Everyone Accomplishes More
- You dominate a conversation by talking you control it by asking
- I always do what I ought to do when I ought to do it whether I want to or not no debate
- Birds of a feather flock together flocking causes birds to be of the feather be careful who you flock with!
- The Platinum rule: Do unto others as they would have you do unto them
- 93% of communication is non-verbal
- Haragei "I like me best when I'm with you"
- The future belongs to those who believe in the beauty of their dreams Eleanor Roosevelt
- When the student is ready the teacher appears
- Be interested not interesting
- Don't confuse conversation with communication
- I teach people how to treat me
- 94% of success is in the system
- SW, SW, SW Some Will, Some Won't, So What? Next!!
- If not now, When? If not here, Where?
- I am a 10 I get what I want because I deserve it
- Just ASK
- What I'm looking for is looking for me
- He who teaches learns
- If you want to sell - ask don't tell