

Say Hello to  
your very own book of  
**Quotes**



QuotationsBook

# Quotes by Mandino, Og

from QuotationsBook.com

Og Mandino (1923 - 1996) was a "sales guru" and author of the bestselling book *The Greatest Salesman in the World*. His works, based on fundamental Christian beliefs, were also heavily influenced by the likes of Napoleon Hill. Mandino remains one of the most inspirational best-selling authors today. His books have sold over 50 million copies and have been translated into over twenty-five different languages. He was the president of the magazine *Success Unlimited* until 1976 and has been inducted into the National Speakers Association Hall Of Fame.

Always seek out the seed of triumph in every adversity.

- Mandino, Og

Search for the seed of good in every adversity. Master that principle and you will own a precious shield that will guard you well through all the darkest valleys you must traverse. Stars may be seen from the bottom of a deep well, when they cannot be discerned from the mountaintop. So will you learn things in adversity that you would never have discovered without trouble. There is always a seed of good. Find it and prosper.

- Mandino, Og

There is no better than adversity. Every defeat, every heartbreak, every loss, contains its own seed, its own lesson on how to improve your performance the next time.

- Mandino, Og

You will achieve grand dream, a day at a time, so set goals for each day -- not long and difficult projects, but chores that will take you, step by step, toward your rainbow. Write them down, if you must, but limit your list so that you won't have to drag today's undone matters into tomorrow. Remember that you cannot build your pyramid in twenty-four hours. Be patient. Never allow your day to become so cluttered that you neglect your most important goal -- to do the best you can, enjoy this day, and rest satisfied with what you have accomplished.

- Mandino, Og

If I feel depressed I will sing. If I feel sad I will laugh. If I feel ill I will double my labor. If I feel fear I will plunge ahead. If I feel inferior I will wear new garments. If I feel uncertain I will raise my voice. If I feel poverty I will think of wealth to come. If I feel incompetent I will think of past success. If I feel insignificant I will remember my goals. Today I will be the master of my emotions.

- Mandino, Og

Every memorable act in the history of the world is a triumph of enthusiasm. Nothing great was ever achieved without it because it gives any challenge or any occupation, no matter how frightening or difficult, a new meaning. Without enthusiasm you are doomed to a life of mediocrity but with it you can accomplish miracles.

- Mandino, Og

Always do your best. What you plant now, you will harvest later.

- Mandino, Og

Deliver more than you are getting paid to do. The victory of success will be half won when you learn the secret of putting out more than is expected in all that you do. Make yourself so valuable in your work that eventually you will become indispensable.

- Mandino, Og

One of the great undiscovered joys of life comes from doing everything one attempts to the best of one's ability. There is a special sense of satisfaction, a pride in surveying such a work, a work which is rounded, full, exact, complete in its parts, which the superficial person who leaves his or her work in a slovenly, slipshod, half-finished condition, can never know. It is this conscientious completeness which turns any work into art. The smallest task, well done, becomes a miracle of achievement.

- Mandino, Og

Today, and every day, deliver more than you are getting paid to do. The victory of success will be half won when you learn the secret of putting out more than is expected in all that you do. Make yourself so valuable in your work that eventually you will become indispensable. Exercise your privilege to go the extra mile, and enjoy all the rewards you receive. You deserve them!

- Mandino, Og

The person who knows one thing and does it better than anyone else, even if it only be

the art of raising lentils, receives the crown he merits. If he raises all his energy to that end, he is a benefactor of mankind and its rewarded as such.

- Mandino, Og

Always render more and better service than is expected of you, no matter what your task may be.

- Mandino, Og

Failure will never overtake me if my determination to succeed is strong enough.

- Mandino, Og

Realize that true happiness lies within you. Waste no time and effort searching for peace and contentment and joy in the world outside. Remember that there is no happiness in having or in getting, but only in giving. Reach out. Share. Smile. Hug. Happiness is a perfume you cannot pour on others without getting a few drops on yourself.

- Mandino, Og

I will greet this day with love in my heart. For this is the greatest secret of success in all ventures. Muscles can split a shield and even destroy life itself but only the unseen power of love can open the hearts of man. And until I master this act I will remain no more than a peddler in the marketplace. I will make love my greatest weapon and none on who I call can defend upon its force... my love will melt all hearts liken to the sun whose rays soften the coldest day.

- Mandino, Og

Laugh at yourself and at life. Not in the spirit of derision or whining self-pity, but as a remedy, a miracle drug, that will ease your pain, cure your depression, and help you to put in perspective that seemingly terrible defeat and worry with laughter at your predicaments, thus freeing your mind to think clearly toward the solution that is certain to come. Never take yourself too seriously.

- Mandino, Og

Live this day as if it will be your last. Remember that you will only find tomorrow on the calendars of fools. Forget yesterday's defeats and ignore the problems of tomorrow. This is it. Doomsday. All you have. Make it the best day of your year. The saddest words you can ever utter are, If I had my life to live over again. Take the baton, now. Run with it! This is your day! Beginning today, treat everyone you meet, friend or foe, loved one or stranger, as if they were going to be dead at midnight. Extend to each person, no matter how trivial the contact, all the care and kindness and understanding and love that you can muster, and do it with no thought of any reward. Your life will never be the same again.

- Mandino, Og

Count your blessings. Once you realize how valuable you are and how much you have going for you, the smiles will return, the sun will break out, the music will play, and you will finally be able to move forward the life that God intended for you with grace, strength, courage, and confidence.

- Mandino, Og

Treasure the love you receive above all. It will survive long after your gold and good health have vanished.

- Mandino, Og

Do all things with love.

- Mandino, Og

Whenever you make a mistake or get knocked down by life, don't look back at it too long. Mistakes are life's way of teaching you. Your capacity for occasional blunders is inseparable from your capacity to reach your goals. No one wins them all, and your failures, when they happen, are just part of your growth. Shake off your blunders. How will you know your limits without an occasional failure? Never quit. Your turn will come.

- Mandino, Og

Obstacles are necessary for success because in selling, as in all careers of importance, victory comes only after many struggles and countless defeats. Yet each struggle, each defeat, sharpens your skills and strengths, your courage and your endurance, your ability and your confidence and thus each obstacle is a comrade-in-arms forcing you to become better or quit. Each rebuff is an opportunity to move forward; turn away from them, avoid them, and you throw away your future.

- Mandino, Og

Opportunities, many times, are so small that we glimpse them not and yet they are often the seeds of great enterprises. Opportunities are also everywhere and so you must

always let your hook be hanging. When you least expect it, a great fish will swim by.

- Mandino, Og

Take the attitude of a student, Never be too big to ask questions, Never know too much to learn something new.

- Mandino, Og

Each day is a special gift from God, and while life may not always be fair, you must never allow the pains, hurdles, and handicaps of the moment to poison your attitude and plans for yourself and your future. You can never win when you wear the ugly cloak of self-pity, and the sour sound of whining will certainly frighten away any opportunity for success. Never again. There is a better way.

- Mandino, Og

To be always intending to make a new and better life but never to find time to set about it is as to put off eating and drinking and sleeping from one day to the next until you're dead.

- Mandino, Og

Never again clutter your days or nights with so many menial and unimportant things that you have no time to accept a real challenge when it comes along. This applies to play as well as work. A day merely survived is no cause for celebration. You are not here to fritter away your precious hours when you have the ability to accomplish so much by making a slight change in your routine. No more busy work. No more hiding from success. Leave time, leave space, to grow. Now. Now! Not tomorrow!

- Mandino, Og

Always reward your long hours of labor and toil in the very best way, surrounded by your family. Nurture their love carefully, remembering that your children need models, not critics, and your own progress will hasten when you constantly strive to present your best side to your children. And even if you have failed at all else in the eyes of the world, if you have a loving family, you are a success.

- Mandino, Og

Work as though you would live forever, and live as though you would die today. Go another mile!

- Mandino, Og

Welcome every morning with a smile. Look on the new day as another special gift from your Creator, another golden opportunity to complete what you were unable to finish yesterday. Be a self-starter. Let your first hour set the theme of success and positive action that is certain to echo through your entire day. Today will never happen again. Don't waste it with a false start or no start at all. You were not born to fail.

- Mandino, Og

The victory of success is half won when one gains the habit of setting goals and achieving them. Even the most tedious chore will become endurable as you parade through each day convinced that every task, no matter how menial or boring, brings you closer to fulfilling your dreams.

- Mandino, Og

The only certain means of is to render more and better service than is expected of you, no matter what your task may be.

- Mandino, Og

Sound character provides the power with which a person may ride the emergencies of life instead of being overwhelmed by them. Failure is... the highway to success.

- Mandino, Og

Never neglect the little things. Never skimp on that extra effort, that additional few minutes, that soft word of praise or thanks, that delivery of the very best that you can do. It does not matter what others think, it is of prime importance, however, what you think about you. You can never do your best, which should always be your trademark, if you are cutting corners and shirking responsibilities. You are special. Act it. Never neglect the little things.

- Mandino, Og

Build this day on a foundation of pleasant thoughts. Never fret at any imperfections that you fear may impede your progress. Remind yourself, as often as necessary, that you are a creature of God and have the power to achieve any dream by lifting up your thoughts. You can fly when you decide that you can. Never consider yourself defeated again. Let the vision in your heart be in your life's blueprint. Smile!

- Mandino, Og

Let your actions always speak for you, but be forever on guard against the terrible traps of false pride and conceit that can halt your progress. The next time you are tempted to boast, just place your fist in a full pail of water, and when you remove it, the hole remaining will give you a correct measure of your importance.

- Mandino, Og

I will act now. I will act now. I will act now. Henceforth, I will repeat these words each hour, each day, everyday, until the words become as much a habit as my breathing, and the action which follows becomes as instinctive as the blinking of my eyelids. With these words I can condition my mind to perform every action necessary for my success. I will act now. I will repeat these words again and again and again. I will walk where failures fear to walk. I will work when failures seek rest. I will act now for now is all I have. Tomorrow is the day reserved for the labor of the lazy. I am not lazy. Tomorrow is the day when the failure will succeed. I am not a failure. I will act now. Success will not wait. If I delay, success will become wed to another and lost to me forever. This is the time. This is the place. I am the person.

- Mandino, Og

It is those who concentrates on but one thing at a time who advance in this world. The great man or woman is the one who never steps outside his or her specialty or foolishly dissipates his or her individuality.

- Mandino, Og

The weakest living creature, by concentrating his powers on a single object, can accomplish good results while the strongest, by dispersing his effort over many chores, may fail to accomplish anything. Drops of water, by continually falling, hone their passage through the hardest of rocks but the hasty torrent rushes over it with hideous uproar and leaves no trace behind.

- Mandino, Og

The great difference between those who succeed and those who fail does not consist in the amount of work done by each but in the amount of intelligent work. Many of those who fail most ignominiously do enough to achieve grand success but they labor haphazardly at whatever they are assigned, building up with one hand to tear down with the other. They do not grasp circumstances and change them into opportunities. They have no faculty for turning honest defeats into telling victories. With ability enough and ample time, the major ingredients of success, they are forever throwing back and forth an empty shuttle and the real web of their life is never woven.

- Mandino, Og

The master of a single trade can support a family. The master of seven trades cannot support himself. The wind is never for the sailor who knows not to what port he is bound.

- Mandino, Og

Never allow anyone to rain on your parade and thus cast a pall of gloom and defeat on the entire day. Remember that no talent, no self-denial, no brains, no character, are required to set up in the fault-finding business. Nothing external can have any power over you unless you permit it. Your time is too precious to be sacrificed in wasted days

combating the menial forces of hate, jealousy, and envy. Guard your fragile life carefully.

Only God can shape a flower, but any foolish child can pull it to pieces.

- Mandino, Og

To do anything truly worth doing, I must not stand back shivering and thinking of the cold and danger, but jump in with gusto and scramble through as well as I can.

- Mandino, Og





QuotationsBook