

“TOP 50”

FAVORITE QUOTES AND SAYINGS

1. Your Attitude And The Attitude You Create In Others Will Determine Your Success
2. You Don't Build A Business, You Build People and People Build The Business
3. You Can Get Everything In Life You Want If Your Just Willing To Help Enough Other People Get What They Want
4. Successful People Do The Things That Unsuccessful People Don't Want To Do
5. The Truth Is Always Good Enough
6. You Will Never Rise Above The Image You Have Of Yourself
7. Always Create Urgency and Fear Of Loss
8. Documentation Beats Conversations
9. Get The Facts Or The Facts Will Get You!
10. Recognition Drives Behavior

For additional questions go to: www.DirectSalesExperts.com



CRAIG A. FLEMING
FOUNDER AND CEO

ABOUT DIRECT SALES EXPERTS INC.

Direct Sales Experts is a global Executive Search Firm that specializes in “Leadership Identification”. Their focus is the Direct Sales, Network Marketing, MLM, Party Plan and Social Selling channels. At Direct Sales Experts they have spent a lifetime building relationships with the channel's strongest leaders. By utilizing a network of 50,000 executives, their focus when working for you is to identify, interview, qualify and deliver quickly high performing proven leaders to help grow your business. Many of the world's leading Direct Sales Organizations seek advice and council on Executive Recruiting, leadership development and succession planning.



DirectSalesExperts.Com | 407.489.3351 | Craig@DirectSalesExperts.com

TOP

FAVORITE QUOTES AND SAYINGS

11. Learn To Expand The Circle

12. Your Income Is Always In Direct Proportion To The Numbers Of People You Are Serving

13. I Move You Move. If You Don't Move, I Stop

14. The Vast Majority Of People Live Lives Of Quiet Desperation

15. You Get Paid Based On The Size Of The Problems You Can Solve

16. If You Want To Be Great Set Records. If You Want To Be Remembered Become A Builder Of People

17. Don't Confuse Activity With Accomplishment

18. Knowledge Creates Confidence, Confidence Creates Enthusiasm and Enthusiasm Paves The Way To Your Success

19. Learn To Open Up Space Inside Your Mind To Allow Yourself To Do Things Differently Than You Have Done In The Past

20. Your Subconscious Mind Has No Filter, Select Carefully What Goes In

For additional questions go to: www.DirectSalesExperts.com



ABOUT DIRECT SALES EXPERTS INC.

Direct Sales Experts is a global Executive Search Firm that specializes in "Leadership Identification". Their focus is the Direct Sales, Network Marketing, MLM, Party Plan and Social Selling channels. At Direct Sales Experts they have spent a lifetime building relationships with the channel's strongest leaders. By utilizing a network of 50,000 executives, their focus when working for you is to identify, interview, qualify and deliver quickly high performing proven leaders to help grow your business. Many of the world's leading Direct Sales Organizations seek advice and council on Executive Recruiting, leadership development and succession planning.



DirectSalesExperts.Com | 407.489.3351 | Craig@DirectSalesExperts.com

TOP

FAVORITE QUOTES AND SAYINGS

21. You Will Never Become What You Could Be Until You Get So Angry With What You Have
22. Formal Education Will Just Make You A Living, Self-Education Will Make You A Fortune
23. You Become The Average Of The 5 People You Hang Around Most
24. The Greatest Discovery Of Our Generation Is That Human Beings Can Alter Their Lives By Altering Their Attitudes Of Mind
25. It Takes 90 Days To Develop A Habit
26. You Must Strive To Be The Dumbest Person In The Room
27. Our Lives Change In Two Ways: The People We Meet and The Books We Read
28. You Are Not Growing Because You Are Asking The Wrong People For Advice
29. When Performance Is Measured, Performance Is Improved. When Performance Is Measured And Reported, The Rate Of Performance Accelerates. When Performance Is Measured, Reported, and Rewarded Performance Is Optimized.
30. The Most Important Words That We Speak Are The Words That We Speak To Ourselves

For additional questions go to: www.DirectSalesExperts.com



CRAIG A. FLEMING
FOUNDER AND CEO

ABOUT DIRECT SALES EXPERTS INC.

Direct Sales Experts is a global Executive Search Firm that specializes in "Leadership Identification". Their focus is the Direct Sales, Network Marketing, MLM, Party Plan and Social Selling channels. At Direct Sales Experts they have spent a lifetime building relationships with the channel's strongest leaders. By utilizing a network of 50,000 executives, their focus when working for you is to identify, interview, qualify and deliver quickly high performing proven leaders to help grow your business. Many of the world's leading Direct Sales Organizations seek advice and council on Executive Recruiting, leadership development and succession planning.



DirectSalesExperts.Com | 407.489.3351 | Craig@DirectSalesExperts.com

TOP

FAVORITE QUOTES AND SAYINGS

31. Be The Last Person To Speak

32. Always Complain Up, Never Down

33. One Of The Highest Paid Skills In The World Is That Of A Problem Solver

34. Have A Big Vision And Learn To Communicate It

35. Whomever Has The Biggest Vision Gets Followed

36. If You Don't Embrace A Workload Other People Would Consider Crazy, Then Your Goals Do Not Mean That Much To You

37. Pressure Is A Privilege

38. You Must Become System Dependent Not Personality Dependent

39. Your Raise Will Become Effective As Soon As You Are

40. Unless You're Actively Pursuing Your Dreams, Someone Has Probably Hired You To Fulfill Theirs

For additional questions go to: www.DirectSalesExperts.com



CRAIG A. FLEMING
FOUNDER AND CEO

ABOUT DIRECT SALES EXPERTS INC.

Direct Sales Experts is a global Executive Search Firm that specializes in "Leadership Identification". Their focus is the Direct Sales, Network Marketing, MLM, Party Plan and Social Selling channels. At Direct Sales Experts they have spent a lifetime building relationships with the channel's strongest leaders. By utilizing a network of 50,000 executives, their focus when working for you is to identify, interview, qualify and deliver quickly high performing proven leaders to help grow your business. Many of the world's leading Direct Sales Organizations seek advice and council on Executive Recruiting, leadership development and succession planning.



DirectSalesExperts.Com | 407.489.3351 | Craig@DirectSalesExperts.com

TOP

FAVORITE QUOTES AND SAYINGS

41. If You Knew Beyond A Shadow Of A Doubt That You Could Not Fail, What Dreams Would You Have?
42. People Don't Remember What You Said But They Do Remember How You Made Them Feel
43. FOMO= Fear of Missing Out
44. Help People Get Out of Their Comfort Zones.
45. People Want Their Lives To Be Different, But They Are Not Willing To Do Anything Different To Make That A Reality
46. 95% Of The Things We Worry About Never Happen!
47. People Follow People Not Companies
48. It is Not About What You Say, It Is How You Feel About What You Say That Is Important
49. If You Don't Find A Way To Make Money While You Sleep, You Will Work The Rest Of Your Life
50. At Some Point In Your Life, You Will Say Enough Is Enough, I Can't Take It Anymore And You Will Change The Course Of Your Life

For additional questions go to: www.DirectSalesExperts.com



CRAIG A. FLEMING
FOUNDER AND CEO

ABOUT DIRECT SALES EXPERTS INC.

Direct Sales Experts is a global Executive Search Firm that specializes in "Leadership Identification". Their focus is the Direct Sales, Network Marketing, MLM, Party Plan and Social Selling channels. At Direct Sales Experts they have spent a lifetime building relationships with the channel's strongest leaders. By utilizing a network of 50,000 executives, their focus when working for you is to identify, interview, qualify and deliver quickly high performing proven leaders to help grow your business. Many of the world's leading Direct Sales Organizations seek advice and council on Executive Recruiting, leadership development and succession planning.



DirectSalesExperts.Com | 407.489.3351 | Craig@DirectSalesExperts.com

TOP

FAVORITE QUOTES AND SAYINGS

51. There Are Seven Days In The Week, Someday Is Not One Of Them

52. You Are Just One Decision Away From Changing Your Life Completely

53. Don't Wish It Were Easier, Wish You Were Better!

54. Don't Wish For Fewer Problems, Wish For More Skills!

55. For Things To Change, You Have To Change!

56. For Things To Get Better, You Have To Get Better!

57. All You Can Do, Is All You Can Do And All You Can Do Is Enough

58. Tough Times Never Last Tough People Do!

59. You Never Suffer From A Money Problem, You Always Suffer From An Idea Problem

60. Your Enough

For additional questions go to: www.DirectSalesExperts.com



CRAIG A. FLEMING
FOUNDER AND CEO

ABOUT DIRECT SALES EXPERTS INC.

Direct Sales Experts is a global Executive Search Firm that specializes in "Leadership Identification". Their focus is the Direct Sales, Network Marketing, MLM, Party Plan and Social Selling channels. At Direct Sales Experts they have spent a lifetime building relationships with the channel's strongest leaders. By utilizing a network of 50,000 executives, their focus when working for you is to identify, interview, qualify and deliver quickly high performing proven leaders to help grow your business. Many of the world's leading Direct Sales Organizations seek advice and council on Executive Recruiting, leadership development and succession planning.



DirectSalesExperts.Com | 407.489.3351 | Craig@DirectSalesExperts.com

TOP

FAVORITE QUOTES AND SAYINGS

61. Set The Bar Extremely Low, People Need Small Wins Early
62. Count To 3 Before Answering
63. Have A 30 Second Answer For Everything
64. Work On The Hard Stuff Early In The Morning
65. There Are Seeds Of Greatness In Everyone
66. The Battle Is Always Won Between Your Ears
67. Don't Attach Your Goals and Dreams To Any One Person
68. Work Full Time At Your Job And Part Time On Your Future
69. The Fortune Is In The Follow Up
70. Who's Dream Did You Help Build Today?

For additional questions go to: www.DirectSalesExperts.com



CRAIG A. FLEMING
FOUNDER AND CEO

ABOUT DIRECT SALES EXPERTS INC.

Direct Sales Experts is a global Executive Search Firm that specializes in "Leadership Identification". Their focus is the Direct Sales, Network Marketing, MLM, Party Plan and Social Selling channels. At Direct Sales Experts they have spent a lifetime building relationships with the channel's strongest leaders. By utilizing a network of 50,000 executives, their focus when working for you is to identify, interview, qualify and deliver quickly high performing proven leaders to help grow your business. Many of the world's leading Direct Sales Organizations seek advice and council on Executive Recruiting, leadership development and succession planning.



DirectSalesExperts.Com | 407.489.3351 | Craig@DirectSalesExperts.com

TOP

FAVORITE QUOTES AND SAYINGS

71. Work Harder On Yourself Than You Do At Your Job!

72. Believe In Yourself!

73. Do It, Do It Right, Do It Right Now!

74. Telling The Right Story, To The Right People, At The Right Time And In The Right Way

75. A Confused Mind Always Says No!

76. Our Products Are Not Built Down To A Price, But Up To A Standard

77. We All Pass This Way Once And If We Do It Right, Once Is Enough

78. Many People Do Not Know What They Want Because They Don't Know What Is Available

79. High Performing People Are Trusted!

80. Lead, Follow Or Get Out Of The Way!

For additional questions go to: www.DirectSalesExperts.com



CRAIG A. FLEMING
FOUNDER AND CEO

ABOUT DIRECT SALES EXPERTS INC.

Direct Sales Experts is a global Executive Search Firm that specializes in "Leadership Identification". Their focus is the Direct Sales, Network Marketing, MLM, Party Plan and Social Selling channels. At Direct Sales Experts they have spent a lifetime building relationships with the channel's strongest leaders. By utilizing a network of 50,000 executives, their focus when working for you is to identify, interview, qualify and deliver quickly high performing proven leaders to help grow your business. Many of the world's leading Direct Sales Organizations seek advice and council on Executive Recruiting, leadership development and succession planning.



DirectSalesExperts.Com | 407.489.3351 | Craig@DirectSalesExperts.com

TOP

FAVORITE QUOTES AND SAYINGS

81. No One Cares How Much You Know Until They Know How Much You Care

82. People Support That Which They Help To Create

83. We Don't Need To Be Told; We Just Need To Be Reminded

84. F.E.A.R.=False Evidence Appearing Real

85. If It Is To Be It's Up To Me!

86. Treat Everyone Like A Volunteer!

87. What Gets Rewarded Gets Done!

88. Follow The Money!

89. The Leaders Job Is To Create A Vision!

90. Fail Forward Fast!

For additional questions go to: www.DirectSalesExperts.com



CRAIG A. FLEMING
FOUNDER AND CEO

ABOUT DIRECT SALES EXPERTS INC.

Direct Sales Experts is a global Executive Search Firm that specializes in "Leadership Identification". Their focus is the Direct Sales, Network Marketing, MLM, Party Plan and Social Selling channels. At Direct Sales Experts they have spent a lifetime building relationships with the channel's strongest leaders. By utilizing a network of 50,000 executives, their focus when working for you is to identify, interview, qualify and deliver quickly high performing proven leaders to help grow your business. Many of the world's leading Direct Sales Organizations seek advice and council on Executive Recruiting, leadership development and succession planning.



DirectSalesExperts.Com | 407.489.3351 | Craig@DirectSalesExperts.com

TOP

FAVORITE QUOTES AND SAYINGS

91. 85% Is Close Enough!

92. Begin With The End In Mind!

93. A Smile Is A Little Curve That Sets Everything Straight!

94. Managements Job Is To Take All The Excuses Away!

95. It Is Through Practice That You Program Yourself To Win!

96. It's Not Who You Know, It's Who They Know!

97. Always Question The Facts!

98. It Take Team Work To Make The Dream Work!

99. Cost Is Always Your Enemy!

100. The Most Exercise That Many People Get Is Jumping To Conclusions!

For additional questions go to: www.DirectSalesExperts.com



ABOUT DIRECT SALES EXPERTS INC.

Direct Sales Experts is a global Executive Search Firm that specializes in "Leadership Identification". Their focus is the Direct Sales, Network Marketing, MLM, Party Plan and Social Selling channels. At Direct Sales Experts they have spent a lifetime building relationships with the channel's strongest leaders. By utilizing a network of 50,000 executives, their focus when working for you is to identify, interview, qualify and deliver quickly high performing proven leaders to help grow your business. Many of the world's leading Direct Sales Organizations seek advice and council on Executive Recruiting, leadership development and succession planning.



DirectSalesExperts.Com | 407.489.3351 | Craig@DirectSalesExperts.com