

Lighthouses For The Soul



A golden treasury of quotes to guide us happily along life's path.
-Compiled by Paul Hutchings

"A great quote is like a polaroid of life essence, snatched from the infinite storehouse of truth, frozen in time and put on display - for a moment of mind joy."

Accurate Thought / Truth / Philosophy

"For here we are not afraid to follow truth wherever it may lead, nor to tolerate any error so long as reason is left free to combat it."
-Thomas Jefferson

Content yourself with being a lover of wisdom, a seeker of the truth. Return and return again to what is essential and worthy. -Epictetus

"The most formidable weapon against errors of every kind is reason. I have never used any other and I trust I never shall." -Thomas Paine

"If it is, it is, if it isn't, it isn't." -Mortimer Adler

"How many legs will a sheep have if you call the tail a leg?

5 the man answered.

No, replied Lincoln because calling a tail a leg doesn't make it one."

"Very few of us are authorities on the truth. About the closest that any of us can get is what we hope is the truth or what we think is the truth. That's why the best approach to truth is probably to say, "It seems to me..."

-Jim Rohn

"The truth is incontrovertible. Malice may attack it, ignorance may deride it, but in the end, there it is." -Winston Churchill

A foolish faith in authority is the worst enemy of truth. -Einstein

If a thousand people believe something foolish, it is still foolish. Truth is never dependent on a consensus of opinion. -Andy Andrews

Any system of thought that withers under the light of investigation does not deserve the title of authority. -J. A. Winter, M. D.

"Questions are keys used to unlock the mental chains of thought tyrants."
-Paul Hutchings

"It is philosophy that has the duty of protecting us. She will encourage us to submit to God with cheerfulness and to fortune with defiance; she will show you how to follow God and bear what chance may send you." - Seneca

"I shall try to correct errors when shown to be errors, and I shall adopt new views so fast as they shall appear to be true views." - Abraham Lincoln

"Nothing shall warp me from the belief that everyone is a lover of truth."
- Ralph Waldo Emerson

"Truth never damages a cause that is just." -Ghandi

"Truth is the harmonic relation between the facts of nature and the soul."
-JE Richardson



Action, Work, Labor, Paying The Price

'Working too hard is counterproductive. You must preserve, protect and nurture the goose if you want it to produce the most eggs.' -Stephen Covey

That which we obtain too easily, we esteem too lightly. It is dearness only which gives everything its value. Heaven knows how to put a proper price on its goods.' -Thomas Paine

'Would positive thinking alone enable you to compete effectively against a professional?' -Stephen Covey

'Private victories precede public victories.' -Stephen Covey

"Massive action in the spring of life, is still the requirement for success in the fall." -Jim Rohn

"The storms of life could cancel our efforts expended in the field of opportunity. But to expend no effort during the spring will assure no results during the fall." -Jim Rohn

"The pain of discipline weighs ounces and the pain of regret weighs tons. We must either plant during the springtime of life, or beg from others during the fall." -Jim Rohn

"Don't wait for your ship to come in, swim out to it." -Anonymous
"It's wonderful how much can be done if we are always working."
-Thomas Jefferson

Wisdom uninvested in labor is wasted. Jim Rohn

You can't get much done in life if you work only on the days you feel good."
-Jerry West

Man says to Gary Player -"I'd give anything to hit a golf ball like you."



Gary Player says...“No, you wouldn’t. You'd give anything to hit a golf ball like me if it was easy. Do you know what you’ve got to do to hit a golf ball like me? You’ve got to get up at five o’clock in the morning, go out on the course, and hit one thousand golf balls. Your hand starts bleeding, and you walk up to the clubhouse, wash the blood off your hand, slap a bandage on it, and go out and hit another 1,000 golf balls. That’s what it takes to hit a golf ball like me.”

Woman to the accomplished violinist “I’d give my life to play like you do. -
“Madam, I did.”

“Opportunity is missed by most people because it’s dressed in overalls and looks like work.” -Thomas Edison

“You beat 50% of the people in America by working hard.” -Art Williams

Communication

“Not everyone will love you and your message. That's ok. It takes ALL of us to help all of us and no ONE of us was meant to do the job alone. Focus on the people who you are Meant to serve and bless the others with love as they go their merry way.” -Paul Hutchings

“Let there be light.” -God via The Bible

Words can be the way and they can also be in the way. - Lindarica

“You should never worry about being repetitive or redundant in sharing a beautiful thought, word or inspirational story.

What if the sun woke up and said, "i'm not going to shine my light today because everyone on the planet has seen it before?" -Paul Hutchings

“Human beings shall not live by bread alone, but by words.” -Jim Rohn

John Kennedy once remarked that WInston Churchill “mobilized the english language and sent it into battle.”



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"Unproductive conversation is what the lazy and unambitious engage in during the winters of life, for there is a certain euphoria that such empty conversation produces which dulls the senses from the harsh reality of how "things" really are." -Jim Rohn

An arrogant person must be heard for the sake of being heard. A self confident person must be heard for the sake of the message being heard.
-Paul Hutchings

Criticism & Judgement

"In trying to please other people, we find ourselves misdirected toward what lies outside our sphere of influence. In doing so we lose our hold on our life's purpose." - Epictetus

"A reformer has to sail not with the current. Very often he has to go against it even though it may cost him his life." - Ghandi

"The sun does not highlight or point out the darkness, it just shines and the darkness disappears." -Paul Hutchings

"Poor is the soul whose future depends on the opinions and permissions of others." -Paul Hutchings

To push people down, you have to go with them.

The only way to avoid criticism is to say nothing, do nothing and be nothing.

Sometimes - when voices and opinions are flying around like food in a food fight, it's wise to resist the temptation to pick up a fork.



'Fear what other people think and you will always be their prisoner.' - Lao Tzu

"In life you have to learn to be both thick-skinned and tenderhearted. Thick skin for The bullets of criticism, negativity, disbelief and occasional disappointment from yourself and others... Tenderhearted - to send back love, belief and positivity through it all." -Paul Hutchings

"It is not the critic who counts, not the man who points out how the strong man stumbled, or where the doer of deeds could have done them better.

The credit belongs to the man who is actually in the arena; whose face is marred by dust and sweat and blood; who strives valiantly; who errs and comes short again and again;

who knows the great enthusiasms, the great devotions, and spends himself in a worthy cause; who, at best, knows in the end the triumph of high achievement;

...and who, at the worst, if he fails, at least fails while daring greatly, so that his place shall never be with those cold and timid souls who know neither victory or defeat." -Theodore Roosevelt

"You'll never build a team --and you'll never win -- by criticizing people."
-Art Williams

Definite Purpose

"Nothing contributes so much to tranquilizing the mind as a steady purpose - a point on which the soul may fix its intellectual eye." -Mary Wollstonecraft Shelley

Sometime in your life you've got to stop running. You've got to say "Now this is a good opportunity and I'm going to take it all the way. This time, I'm going to stand and fight until I win. -Art Williams



When they click my lights out for the last time, I want people to be able to say, "Man that guy was a stud, that guy was somebody." -Art Williams

'There are many things that will catch my eye, but only a few that will catch my heart.' -Paul Hutchings

"Many persons have a wrong idea of what constitutes true happiness. It is not attained through self-gratification but through fidelity to a worthy purpose." Helen Keller

"I bargained with Life for a penny,
And Life would pay no more,
However I begged at evening
When I counted my scanty store;

For Life is just an employer,
He gives you what you ask,
But once you have set the wages,
Why, you must bear the task.

I worked for a menial's hire,
Only to learn, dismayed,
That any wage I had asked of Life,
Life would have paid."

Envy & Jealousy

"The person who keeps busy helping the one who is below him won't have time to envy the person above him." -Henrietta Mears

"It's more important to get along with people than to get ahead of them. If you make it your goal to reach out to others and build relationships with them, you will derive fulfillment wherever you are." -John Maxwell

Education & Wisdom

"I don't think much of a man who is not wiser today than he was yesterday."
-Abraham Lincoln



"The words of a wise soul are like raindrops in the desert." -Paul Hutchings

When you empty your wallet to feed your head, in time, your head will feed your wallet instead. -Christin Thomas's father

"If you think education is expensive, try ignorance." -Ben Franklin.

There is little difference between those who cannot read and those who will not read. The result of both is ignorance. - Jim Rohn

"The beginning of wisdom is a just appraisal of one's ignorance." -Mortimer Adler

"The more one learns the less opinionated he tends to be." -Paul Hutchings

" . . . no one can lead a happy life, or even one that is bearable, without the pursuit of wisdom, and that the perfection of wisdom is what makes the happy life, although even the beginnings of wisdom make life bearable. Yet this conviction, clear as it is, needs to be strengthened and given deeper roots through daily reflection; making noble resolutions is not as important as keeping the resolutions you have made already." -Seneca

Excuses

"The higher the level you play, the less they accept excuses." -McDonald Valentine (baseball coach)

Excuses are monuments of nothingness,
They build bridges to nowhere.
Those who use this tool of incompetence are masters of nothingness.
Therefore, there are no excuses.

"If if's and but's were candy and nuts, we'd all get toys for Christmas." -Cris Thomas's Father



Failure, Trials & Setbacks

While preparing to deliver a speech in Milwaukee, Pres. Roosevelt was shot in the chest by a would be assassin. With a broken rib and a bullet in his chest, he insisted on delivering a 1 hour speech before being taken to the hospital.

"You've got to live for the rightness of what you're doing, to live for the goals you've set for yourself and your family." - Art Williams

"Your good people are going to quit. Your associates are going to disappoint you. People will deceive you. Sometimes, even your spouse will think you're nuts. But all you can do is all you can do." -Art Williams

What do you do when you get in a batting slump?" Babe replied... "I just keep goin' up there and keep swingin at em. I know the old law of averages will hold good for me the same as it does for anybody else."

He ended his career 714 home runs and 1,330 strikeouts, both records.

Art Williams sold Christmas trees, encyclopedias and a worthless exercise device. At a meeting with an insurance exec while forming AL williams the guy looks him in the eye and says, "Art, I have no doubt that you're going to fail." He went on to become a billionaire.

No matter how many times you hear "no", you're supposed to win anyway."
-Art Williams

When Nature Wants a Man - Angela Morgan

When Nature wants to drill a man,
And thrill a man,
And skill a man.

When Nature wants to mold a man

To play the noblest part;



When she yearns with all her heart

To create so great and bold a man
That all the world shall praise -

Watch her method, watch her ways!

How she ruthlessly perfects
Whom she royally elects;

How she hammers him and hurts him,
And with mighty blows converts him

Into trial shapes of clay which only Nature under-
stands -

While his tortured heart is crying and he lifts be-
seeching hands!

How she bends, but never breaks,

When his good she undertakes....

How she uses whom she chooses
And with every purpose fuses him,

By every art induces him

To try his splendor out -

Nature knows what she's about.

When Nature wants to take a man,
And shake a man,



And wake a man;

When Nature wants to make a man
To do the Future's will;

When she tries with all her skill
And she yearns with all her soul
To create him large and whole... .

With what cunning she prepares him!
How she goads and never spares him,

How she whets him, and she frets him,
And in poverty begets him... .

How she often disappoints
Whom she sacredly anoints,

With what wisdom she will hide him,
Never minding what betide him

Though his genius sob with slighting and his
pride may not forget!

Bids him struggle harder yet.

Makes him lonely
So that only



God's high messages shall reach him,
So that she may surely teach him

What the Hierarchy planned.
Though he may not understand,

Gives him passions to command.
How remorselessly she spurs him

With terrific ardor stirs him
When she poignantly prefers him!

When Nature wants to name a man

And fame a man
And tame a man;

When Nature wants to shame a man
To do his heavenly best...

When she tries the highest test
That she reckoning may bring -

When she wants a god or king!

How she reins him and restrains him
So his body scarce contains him
While she fires him
And inspires him!

Keeps him yearning, ever burning for a



tantalizing goal -
Lures and lacerates his soul.

Sets a challenge for his spirit,

Draws it higher when he's near it -

Makes a jungle, that he clear it;
Makes a desert that he fear it
And subdue it if he can -

So doth Nature make a man.

Then, to test his spirit's wrath
Hurls a mountain in his path -
Puts a bitter choice before him

And relentlessly stands o'er him.
"Climb, or perish!" so she says....

Watch her purpose, watch her ways!

Nature's plan is wondrous kind

Could we understand her mind...

Fools are they who call her blind.

When his feet are torn and bleeding



Yet his spirit mounts unheeding,

All his higher powers speeding,
Blazing newer paths and fine;

When the force that is divine
Leaps to challenge every failure and his ardor
still is sweet

And love and hope are burning in the presence of
defeat...

Lo, the crisis! Lo, the shout
That must call the leader out.

When the people need salvation
Doth he come to lead the nation....

Then doth Nature show her plan
When the world has found - a MAN! *

The Test of a Man

"The test of a man is the fight he makes,

The grit that he daily shows;
The way he stands on his feet and takes

Fate's numerous bumps and blows,
A coward can smile when there's naught to fear,



When nothing his progress bars;
But it takes a man to stand up and cheer

While some other fellow stars.

"It isn't the victory, after all,

But the fight that a brother makes;
The man who, driven against the wall,

Still stands up erect and takes
The blows of fate with his head held high:

Bleeding, and bruised, and pale,
Is the man who'll win in the by and by,

For he isn't afraid to fail.

"It's the bumps you get, and the jolts you get,

And the shocks that your courage stands,
The hours of sorrow and vain regret,

The prize that escapes your hands,
That test your mettle and prove your worth;

It isn't the blows you deal,
But the blows you take on the good old earth,

That show if your stuff is real.



"It's not how heavy the load is. It's how you carry it." -John Maxwell

"In every apparent setback lies the seed of an equal or greater advantage."
-Napoleon Hill

"When you are in possession of your inner self, there is no such thing as a knockout blow. You may be knocked down but you can bounce right back. You may detour on rough roads, but you can always find your way back to the paved highway." -Napoleon Hill

"Life is designed to be a story of achievement in spite of adversity, not in the absence of adversity, for without adversity achievements could not exist."
-Jim Rohn

"The only automatic thing in life is weed and bugs." -Jim Rohn

"The human character is formed not in the absence of difficulty but in our response to difficulty." -Jim Rohn

"All good will be attacked." -Jim Rohn

"Nearly every success story that I am aware of began when the person first lay flat on his mental and financial back." - Jim Rohn

"The deeper the ashes, the more beautiful, glorious and powerful the rising phoenix.

Sometimes, going through the fire, and coming out stronger is a good thing.

I was always taught growing up that fire tends to burn away the dross.

Dross: (1) unwanted material removed from a mineral, such as gold, to make it better. (2) something of low value or quality.

Life seems to be like that.

Maybe God designed it that way.



Could it be true that things don't happen "to" us, they happen "for" us?

We're all on our own unique spiritual quests and maybe, just maybe, ...the challenges we face and conquer are special, customized gifts from the divine architect of the universe.

Refiners fires, sent to us from the master refiner." -Paul Hutchings

Freedom, Choices & Responsibility

"Great responsibilities will come only after you handle small one's well."

'Between stimulus and response, lies a choice.' -Stephen Covey

"Saying 'no' is better than saying 'yes' to something you don't want to do." - Jim Rohn

"The song of freedom plays from the depths of each human spirit." -Paul Hutchings

The Entrepreneur's Creed

I do not choose to be a common man.

It is my right to be uncommon - if I can.

I seek opportunity, not security.

I do not wish to be kept a citizen, humbled and dulled by having the state look after me.

I want to take the calculated risk, to dream and to build, to fail and to succeed.

I refuse to barter incentive for a dole; I prefer the challenges of life to the guaranteed existence;

The thrill of fulfillment to the stale calm of utopia.



I will not trade freedom for beneficence nor my dignity for a handout.

I will never cower before any master nor bend to any threat.

It is my heritage to stand erect, proud and unafraid, to think and act for myself, to enjoy the benefit of my creations and to face the world boldly and say:

This... I have done.

All this is what it means to be an entrepreneur.

"Freedom" is a word I think, that resonates deep down to the very core of who we are as human beings.

And maybe even more so, to the core of who we are as spiritual beings.

Many people have different ideas as to what it means to be free.

I've heard it said that freedom is the ability to "do what I want, when I want, and with whom I want, whenever I want."

I like that description although I think it's incomplete.

Freedom without restraint is anarchy.

Unlimited freedom, to do whatever you want without regard to how your actions might affect other human beings, is a philosophy that has led to mass destruction the world over.

Freedom, like a fire, is a beautiful, natural force for illumination - and unrestrained, like a fire, can also be a force for heartbreaking devastation.

In a high school history book, I heard it said like this...

"My freedom to swing my fist ends where the other man's nose begins."

In our personal quests for freedom, I hope we can remember,

"just because 'We can' doesn't mean 'We should.'" Just because it's useful doesn't mean it's right."



Like Napoleon Hill said, "success is the ability to acquire whatever one wants, without violating the rights of others."

I think if we can all strive to see the bigger picture, and remember we've all been painted a place, on this beautiful canvas of life,

...we can continue to play an enlightened role in helping the masterpiece emerge." -Paul Hutchings

"To regard anyone except yourself as responsible for your judgement, is to be a slave, not a free man." Mortimer Adler

"Since I would be no one slave I will be no one's master." -Abraham Lincoln

"You owe it to yourself not to permit your emotions to place your happiness in the keeping of another person" -Napoleon Hill

"First we make our choices and then our choices make us." -Traveler's gift

Forgiveness

"The weak can never forgive. Forgiveness is the attribute of the strong."
- Gahndi

Gratitude

"Those who drink the water must remember those who dug the well."
-Chinese Proverb

"He who is not satisfied with a little, is satisfied with nothing." -Epicurus

Growth & Change

"Each time you decide to grow again, you realize you are starting at the bottom of another ladder." -Ken Rosenthals



"Forty hours a week spent in the fields of opportunity, may not be enough, especially if it is spent in the wrong field.

Sometimes, to improve our results we must make the painful admission that our present field is too rocky, or thorny, or that the fertile soil is too shallow.

And while there is great difficulty involved in changing one field for another more fertile field, that difficulty is insignificant compared to the ultimate difficulty that comes from not changing." -Jim Rohn

When Roosevelt died, vice president marshal said, "Death had to take him sleeping, for if he'd been awake there would have been a fight. When they removed him from his bed, they found a book under his pillow.

God, Spirituality & Character

"Put God in your debt, every stroke shall be repaid." -Ralph Waldo Emerson

"It's possible to be a champion in business and in your personal life without having a lot of money. And it's possible to be a multi millionaire and still be a failure unless your success is built on a foundation of integrity, good character, and honest dealings with people." -Art Williams

"The voice of the Almighty saith up and onward forevermore." RWE

"The absence of evidence is not evidence of absence." -Price Prichard

"Regardless of one's religious or intellectual inclinations, it is difficult to disbelieve that humans somehow fit into a grand scheme governed over by a power which few if any of us understand. I am personally convinced that man came from someplace." - Jim Rohn

"When you put God in a box, always remember that he made the mind, that made the box." - David Wood

"Oh divine providence, may today enlighten my being and empower me to see, hear and feel, ...with my soul." -Paul Hutchings



"The only thing that walks back from the tomb with the mourners and refuses to be buried is the character of a man."-JR Miller

'Reputation is that which people are believed to be, character is that which people are.' -Napoleon Hill

'Character is the philosopher's lode-stone through which all who have it may turn the base metals of their life into pure gold.' - Napoleon Hill

"What's popular isn't always what's right, and what's right isn't always popular." - Art Williams

"Character is what you're doing when nobody's watching.' -Cristin Thomas

"The universe watches the feet." -Cristin Thomas

'What you are shouts so loudly in my ears I cannot hear what you say.'
-Emerson

"God's truth has a way of finding its way into the minds and hearts of his children." -Paul Hutchings

Going the Extra Mile

There are no traffic jams on the Extra Mile." -Zig Ziglar

"Nobody who ever gave their best ever regretted it." -George Halas (NFL legend)

The Golden Rule, Law of Compensation

"If you wanna be blessed you have to be a blessing." -Brett Hudson

"The dice of God are always loaded." -Emerson

'To love those, who do things that could be easy not to love.

To show respect to those, whose actions could make it tempting to do otherwise.



To forgive those, who through their very actions, show they need forgiveness the most.

To lift those who need lifted the most.

To follow the Golden rule, period.

This is the test of the soul. ❤️💙" -Paul Hutchings

Habit

The chains of habit are too light to be felt, until those chains are too heavy to be broken." - Cristin Thomas

Happiness & Joy

"Many persons have a wrong idea of what constitutes true happiness. It is not attained through self-gratification but through fidelity to a worthy purpose." -Helen Keller

"When we remember that our aim is spiritual progress, we return to striving to be our best selves. This is how happiness is won." - Epictetus

"It is necessary to the happiness of man that he be mentally faithful to himself." -Thomas Paine

"Fortune, happiness and peace of mind await those who learn to look for the miraculous among the hidden or the common." -Jim Rohn

Joy is the holy fire that keeps our purpose warm and our intelligence aglow.'
-Helen Keller



History

"The greatest value of the past is how we wisely invest it into the future."
-Jim Rohn

"The present is the past rolled up for action, and the past is the present unrolled for understanding." - Will and Ariel Durant

"History is a fable, not quite agreed upon." - Will and Ariel Durant

"Yesterday is history, tomorrow is a mystery and today is a gift, that's why they call it the present." -Kung Fu Panda

Hope/Dreams/Vision/Goals & Imagination

"Dreamers are a dime a dozen, but marathoners are one in a million."
-Art Williams

"I'd rather die with the integrity of having fought for my dreams, than live with the disgrace of looking in the mirror at a quitter." -Super Dooper Stan

"There is little difference between one who has given up his life and one who has given up his hope." -Jim Rohn

"You have to act like a third-grade teacher. You have to repeat the vision over and over and over again until the people get it." -John Maxwell

"Instead of being hypnotized by the rear view mirror, why not cast your vision on the canvas of life and be a painter of the future instead?"
-Paul Hutchings

I would rather die with a dream than live without hope. -Paul Hutchings

"Without faith in the future, there is no power in the present." -Rick Martin



"2 men looked out from prison bars, one saw the mud, the other the stars."
-Frederick Longbridge via R. Martin

"Cherish your dreams and visions as they are the children of your soul."
-Napoleon Hill

"Dreams are illustrations from the book your soul is writing about you."
-Marsha Norman

"There is little difference between one who has given up his life and one who has given up his hope." -Jim Rohn

"To believe in things you can see and touch is no belief at all; but to believe in the unseen is a triumph and a blessing." -Abraham Lincoln

"Today you will not see land off the bow of my ship. You will see land only by looking into my eyes." - Christopher Columbus (the traveler's gift)

"Beautiful land with trees and fruit and animals and people who will welcome us as heroes. The water gushing from the ground will be cold and pure. It will sparkle as if sprinkled with diamonds. This will be a place for men's dreams to come true."

- Christopher Columbus (the traveler's gift)

"The future belongs to those who believe in the beauty of their dreams."
-Eleanor Roosevelt

"Dream as far as you can see, and when you get there, you can see farther."

"Dream big, but keep it simple." - Art Williams

Humility

Self promotion says, "If you don't toot your own horn, no one will toot it for you." Selfless promotion says, "I just want to help the team make beautiful music." -John Maxwell



"We parade before the enlarged shadows of our own vanity and imagine that those shadows are our real selves, while the few knowing souls with whom we meet stand in the background and look at us with pity or with scorn"
-Napoleon Hill

'In the long hard task of trying to wipe out some of my own ignorance and make way for some of the useful truths of life, I have often seen in my imagination the great marker who stands at the gateway of the entrance of life and writes "poor fool" on the brow of those who think they are wise, and "poor sinner" on the brow of those who believe they are saints.'
-Napoleon Hill

Inspiration & The 6th Sense

"Intuition is the lab of spirit where divine ingredients are mixed to shine light for the searching soul." -Paul Hutchings

"I believe we are all guided by invisible sources of inspiration..." -Napoleon Hill

"Maybe inspiration doesn't come from us so much as it comes *through* us."
-Paul Hutchings

"Genius is Omniscience flowing into man." -Wallace Wattles

Journaling & Record Keeping

"The sharpest of minds cannot outlast the dullest of ink."
-Patrick Action Jackson

"Without records, we have no way of knowing what we are doing wrong. I can get more inspiration out of studying my own records, than anything I can read in a magazine." - Frank Bettger



Judgement

"A man who examines the saddle and bridle and not the animal itself when he is out to buy a horse is a fool; similarly, only an absolute fool values a man according to his clothes, or according to his position, which after all is only something we wear like clothing." -Seneca

Reading

"There is little difference between those who cannot read and those who will not read -- the result of both is ignorance." -Jim Rohn

"Books are windows to the world." -Paul Hutchings

Religion

"When I do good I feel good; when I do bad I feel bad; and that's my religion." - Abraham Lincoln

"Your sect (Judaism) by its sufferings has furnished a remarkable proof of the universal spirit of religious intolerance inherent in every sect, disclaimed by all while feeble, and practiced by all when in power. Our laws have applied the only antidote to this vice, protecting all on an equal footing. But more remains to be done, for although we are free by law, we are not so in practice; public opinion erects itself into an Inquisition, and exercises its offices with as much fanaticism as fans the flames of an Auto-da-Fe."

-Thomas Jefferson

"Say nothing of my religion. It is known to my God and myself alone. Its evidence before the world is to be sought in my life; if that has been honest and dutiful to society, the religion which has regulated it cannot be a bad one." -Thomas Jefferson



Sales

"If you would win a man to your cause, first convince him that you are his sincere friend." -Abe Lincoln

"No man can express through words or acts, that which is not in harmony with his own belief, and if he does so, he must pay by the loss of his ability to influence others" -Napoleon Hill

"The most important secret of salesmanship is to find out what the other fellow wants, then help him find the best way to get it." -Frank Bettger

"Sales are temporary skills are permanent." Jim Rohn

Saving Money - Frugality

"Live like no one else now, so you can live like no one else later." -Dave Ramsey

"Be lean and mean." - Art Williams

"By the time we started AL Williams, we had saved \$200,000 in cash."
-Art Williams

"A Lot of people will tell you to live within your means. I think that's a big mistake. If you're trying to reach a special goal, like my goal of financial independence, you've to live below your means." - Art Williams

"I decided to save 50% of every paycheck." - Art Williams

Self Control - Discipline

"The superior man thinks always of virtue; the common man thinks of comfort." -Confucius



"Begin at once a program of self-mastery. But start modestly, with the little things that bother you. Has your child spilled something? Have you misplaced your wallet? Say to yourself, 'Coping calmly with this inconvenience is the price I pay for my inner serenity, for freedom from perturbation; you don't get something for nothing.'" - Epictetus

Leadership, Practicing What You Preach & Leading by example

"Strength in numbers is the delight of the timid. The valiant in spirit glory in fighting alone." -Ghandi

"Management is doing things right, leadership is doing the right things."
-Peter Drucker

"Leaders touch a heart before they ask for a hand." -John Maxwell

"You can buy a person's hand, but you can't buy his heart." -Stephen Covey

"It's my job to build the people who are going to build the company."
- John Schnatter

'Efficient management without effective leadership is like straightening the deck chairs on the titanic.'

A leader is the one who climbs the tallest tree, surveys the entire situation, and yells, "Wrong Jungle!" - Stephen Covey

"It's lonely at the top, so you'd better know why you're there." -John Maxwell

"Never underestimate the power of building relationships with people before asking them to follow you." - John Maxwell

Napoleon made it a practice to know every one of his leaders' names, where they lived and which battles they had fought with him.



"Leadership develops daily, not in a day." -John Maxwell

"Followers have a say in what they are being led to. A leader who neglects that soon finds himself without followers." -Garry Wills

"Never doubt that a small group of thoughtful, concerned citizens can change the world, indeed, it's the only thing that ever has" - Margaret Mead

"Working alone is faster (at least in the beginning) but it doesn't have the same return." -John Maxwell

"You teach what you know but you reproduce who you are." -John Maxwell

"Leaders who tend only to business often end up losing people and the business. But leaders who tend to the people usually build up the people -- and the business. " -John Maxwell

"If you're running so far ahead that your people can't follow, then your organization won't succeed. Achievers often cross the finish line first, but leaders rarely do. A leader's success comes from bringing others across the finish line with them." -John Maxwell

"Before you are a leader, success is all about growing yourself. When you become a leader, success is all about growing others." -John Maxwell

"Position doesn't make the leader but a leader can make the position." -John Maxwell

"I believe that people should strive for the top of their game, not the top of their organization." -John Maxwell

"Empowerment means defining the parameters in which people are allowed to operate, and then setting them free." -John Maxwell

"You must be interested in finding the best way, not in having your own way." -John Wooden



"True heroism is remarkably sober, very undramatic. It is not the urge to surpass all others at whatever cost, but the urge to serve others at whatever the cost." -Arthur Ashe

"Be a flame that illuminates ideas for others." -Paul Hutchings

"There's more than money that makes up a leader." -Corene Hutchings

"Leadership is the ability to rally people not for a single event, but for years." -Simon Sinek

"The man who always takes it never gives is not a leader, he is a parasite." -Napoleon Hill

Great leaders understand the value in things we cannot see. -Simon Sinek

People don't buy what you do, they buy why you do it. Simon Sinek

"The biggest job in getting any movement off the ground is to keep together the people who form it.

This task requires more than a common aim; it demands a philosophy that wins and holds the people's allegiance; and it depends upon open channels of communication between the people and their leaders."-MLK Jr.

"The true measure of a leader is not the number of people who serve them but the number of people they serve." John Maxwell

'Managers work with processes, leaders work with people.' -John Maxwell

"Good leaders give their power away." -John Maxwell

"Your acts will count for more than your words, and we be unto you if the two failed to harmonize." -Napoleon hill

"No man can afford to express, through words or acts, that which is not in harmony with his own belief. And if he does so he must pay by the loss of his ability to influence others." Napoleon hill



"Nobody wishes to take medicine prescribed by a doctor who does not take it himself when seeking the benefits he claims" -Napoleon Hill

There are 2 kinds of people on earth today,
Just 2 kinds of people, no more, I say.
Not the good and the bad, for tis well understood
That the good are half-bad and the bad are half good.
No! The two kinds of people on earth I mean
Are the people who lift and the people who lean.

Money

"If money is all you have to show, for having passed this way, truly, you have lived and died broke." -Paul Hutchings

"Here is something to remember about money that might be very useful to think about.

Money is amoral. Meaning money is neither righteous nor wicked.

It is incapable of either.

It's sort of like when people asked Rich DeVos the cofounder of Amway "Is Amway a Christian organization" His response was, "No it's not.

Amway has some great people who are Christians in it.

It has some great people who are not Christians in it" That's besides the point.

The real point is, "an organization cannot be Christian or non-Christian,only people can be"

In the same spirit, I would say money cannot be righteous or unrighteous.

That is up to the people to take care of.



Money is an amoral tool used by people who might fall into both categories from time to time." -Paul Hutchings

"To not think about money is selfish - because in doing so you are delegating the responsibility to provide for your needs to other people, and that is selfish." -Paul Hutchings

Money is extremely important in the areas in which it works, and extremely unimportant in the areas in which it doesn't. -T Harv eker

Remember that your real wealth cannot be measured by what you have but only by what you are. Napoleon hill

People who cannot control their cash flow work for those who can.
-Robert Kiyosaki

If you lose your income, your assets will feed you and your liabilities will eat you." -Robert Kiyosaki

The more you need money, the less power you have over it. -Robert K

Persistence

"There's something irresistibly attractive about the man or woman who just won't quit.

It's undeniably apparent, and magnetic, to other men and women (stubborn spirits too) cut from the same cloth.

In a world where quitters abound, at every glance, the persistent soul shines like a lighthouse in the midst of a dark and stormy sea.

When you find one of these rare souls, take note and and express gratitude, for it's true that you're gazing upon one of life's rare gems. A spiritual treasure. A window to the beauties and mysteries of the infinite."
-Paul Hutchings

"Persevering through challenge - is like weightlifting for the soul. Sometimes it hurts, but it ALWAYS makes you stronger." -Paul Hutchings



“What good would the book or movie be without the plot? Persistence through twists and turns of the drama to the climax of victory *is* the story.”
-Paul Hutchings

“The ground is no place for a champion.” -Patrick Action Jackson.

“Even though we're planting, it can sometimes be difficult to see all the activity that's happening beneath the soil. Take heart - and know that for those with faith, all things are working together for our good.” -Paul Hutchings

You cannot lose sight of the mountain when having to go through the valley.
-Jessie Jenkins

Preparation

Measure twice, cut once.” -Carpenter's rule

“When opportunity comes, it’s too late to prepare.” -John Wooden

“A minute of thinking is often more valuable than an hour of talk or unplanned work.” -John Maxwell

“Champions don’t become champions in the ring, they are merely recognized there.”

Praise & Recognition

Recognition, babies cry for it, grown men die for it.

“One compliment can keep me going for a whole month.” -Mark Twain

“Great things can happen when you don’t care who gets the credit.” - Mark Twain

“The greatest things happen ONLY when you give others the credit.” - John Maxwell



"A great leader understands that it's much more important for his people to receive recognition than for him to receive it."

"Recognition, babies cry for it, ... Grown men die for it, And Wise men and women learn to get it from themselves, as they recognize - > their actions are in harmony with their inner purpose, love and goodness for others, ...and the divine power of the infinite. Peace is a gift we give ourselves."
-Paul Hutchings

Social Heredity

"Birds of a feather flock together."

"None of us would voluntarily drink a glass of deadly poison if we knew what it was, and yet each of us has friends, or relatives, or business associates whose effect on us is just as deadly as the glass of poison." - Jim Rohn

"Better than many of the wrong friends are a few of the right friends. Better than a few of the wrong friends are no friends at all." -Jim Rohn

"Friendship in proportion to the right personal growth from that friendship."
- Jim Rohn

"The right friends should not be equated to those with the most money. It is the attitudes, awareness, and other positive human virtues of the friends we select that are of importance. Not all poor people make poor friends, nor do all rich friends have an enriching effect on our lives." -Jim Rohn

Success & Life

"I am not bound to win, but I am bound to be true. I am not bound to succeed, but I am bound to live up to what light I have." - Abraham Lincoln

'An inheritance is what you leave to someone, a legacy is what you leave in someone.' -Cristin Thomas

"Success is having those closest to me love and respect me the most." -John Maxwell



"Make sure the ladder you're climbing is leaning against the right wall."
-Stephen Covey

"A big shot was just a little shot who kept on shooting." -Joe Perry

"It isn't hard to be good from time to time in sports. What's tough is being good every day." -Willie Mays

"Success is the progressive realization of a worthy ideal". -Earl Nightingale

"You may not be able to have anything you want in life, but you *can* have anything you earn." -Paul Hutchings

"You may not be able to choose where you start, but you can certainly choose where you finish." -Paul Hutchings

"Diversification can be good, but diversification of nothing is still nothing.

Develop something to diversify before you spread yourself in too many directions." -Paul Hutchings

"Say less, do more." -Ben Franklin

Work harder on yourself than you do on your business.

"Keep dancing to the music of your soul. The world wants to hear your song." -Paul Hutchings

"Life's true riches have little to do with what's in your pocket and everything to do with what's in your heart, mind and spirit." -Paul Hutchings

There's very few of us who know how good life really is. -Grandpa Fitzen

Einstein said, "there are 2 ways to look at life, first - as if nothing is a miracle, and 2nd - as if everything is a miracle"

A labor of love becomes a love of labor.



My life is a party that I've thrown for myself by my own decisions. -Kelsey Grammer

Someone should tell us right at the start of our lives that we are dying. Then we might live life to the limit, every minute of every day. Do it! I say, whatever you want to do, do it now. -Michael Landon

I think most of us are looking for a calling not a job. Most of us have jobs that are too small for our spirit. Jobs are not big enough for people. -Nora Watson

Many people with small minds are not prepared to hear from people with big spirits.

I would rather have it said of me that I had planted fine thoughts in the hearts of men than to own Wall Street with Broadway and Fifth Avenue thrown in for good measure. -Napoleon hill

Time

"Short as life is, we make it still shorter by the careless waste of time." -Victor Hugo

"The best time to plant a tree was 25 years ago. The second best time is today."

"You cannot manage time, you can only manage yourself in time."

"The important things should have priority over the urgent things."

Trust

"Trust is built one block at a time, but when it is violated the entire wall comes crashing down." -David Branker

"Long term trust is more valuable than a short term commission." -Paul Hutchings



People

"Every soul is special, every spirit ->important, everyone", ...has a light inside. Let's be those unique individuals who have eyes to see, and vision - to fan the flame." -Paul Hutchings

"People love you for your authentic self. They love you for the divine soul you are on the inside. Focus on bringing that inner light out more and more,

... And forget about trying to build a façade that you think people want to see. You are not superior, you're not inferior, you are you, and people love that." -Paul Hutchings

"To love a perception of perfection is commonplace.

To love what's there, divine." -Paul Hutchings

"Oftentimes the people who are hardest to love, are the ones who need it the most."

"You are a child of the infinite. A being of immortal creation. Your power extends WAY beyond that which you see with your eyes, hear with your ears, and feel with your senses. The life power that fuels your consciousness is like an invisible umbilical cord that securely connects you to the source from which you sprang. Remember that, and it's easy to see, that the task ahead of you, is NEVER as great as the power within you." -Paul Hutchings

"Sometimes the thing that looks the most broken on the outside, is really the most beautiful on the inside. Our earthly vision is limited. Divinity whispers, prompting us to see with the soul." -Paul Hutchings



Pleasing Personality, Friendship

"The glory of friendship is not in the outstretched hand, nor the kindly smile, nor the joy of companionship; it is in the spiritual inspiration that comes to one when he discovers that someone else believes in him and is willing to trust him." -Ralph Waldo Emerson

"Laughter is the closest distance between 2 people." Victor Borge

Principles & Laws

"Think of three things, whence you came, where you are going, and to whom you must account." -Ben Franklin

"How exact and regular is everything in the natural world! How wisely in every part contriv'd! We cannot here find the least defect!

Those who have studied the mere animal and vegetable creation, demonstrate that nothing can be more harmonious and beautiful! All the heavenly bodies, the stars and planets, are regulated with the utmost Wisdom!

And can we suppose less care to be taken in the order of the moral than in the natural system?"

- Ben Franklin

"Tis the business of little minds to shrink, but he whose heart is firm, and whose conscience approves of his conduct, will pursue his principles unto death." -Thomas Paine

"It's not hard to make decisions when you know what your values are."

-Roy Disney



"When we pick up one end of the stick, we pick up the other." - Stephen Covey

"Principles are like lighthouses. They are natural laws that cannot be broken.' -Stephen Covey

"It is impossible for us to break the law. We can only break ourselves against the law.' - Cecil B. DeMille in 10 commandments

"Principles are the territory." -Stephen Covey

"Important principles may and must be inflexible." - Abraham Lincoln

THE END

I hope these nuggets of wisdom bring joy and inspiration to your soul as they have and do mine.

To your better future,

Paul Hutchings



Friend, family man & Freedom Crusader.

