

101 SALES MOTIVATION QUOTES

*for Startup
Entrepreneurs*



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Why this ebook?

The great Salesman and motivational speaker Zig Ziglar once said,

“People often say that motivation doesn't last.

Well, neither does bathing - that's why we recommend it daily.”.

This ebook is a compilation of some of the best sales motivational quotes which are close to our heart. We hope you will like this compilation of motivational power boosters to show up everyday.

Feedbacks

— — —

We have tried our best to ensure that the motivational quotes quoted in this book provide appropriate credit to the actual creator.

Still, “To err is human”. If you feel there was any error or any copyright was violated or any credit was not given correctly. Please write to:

Email: [media \[at\] toolsoncloud \[dot\] com](mailto:media@toolsoncloud.com)

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

-Og Mandino

**Don't watch the clock; do what it
does. Keep going.**

-Sam Levenson

**Either run the day or the day
runs you.**

-Jim Rohn

**"Knowing is not enough; we
must apply. Wishing is not
enough; we must do."**

-Johann Wolfgang Von Goethe

"What you lack in talent can be made up with desire, hustle, and giving 110% all the time."

-Don Zimmer

"Solve customer problems and make sure that the customer is representative of a large market and then you will have a pretty good formula."

-Melanie Perkins

"Success isn't about how much money you make; it's about the difference you make in people's lives."

-Michelle Obama

**"If you want to make money, you
have to help someone else make
money."**

–Russell Simmons

"Be passionate and move forward with gusto every single hour of every single day until you reach your goal."

-Ava DuVernay

"You can't just sit there and wait for people to give you that golden dream. You've got to get out there and make it happen for yourself."

-Diana Ross

**"You just can't beat the
person who never gives up."**

-Babe Ruth

**"Big shots are only little
shots who keep shooting."**

-Christopher Morley

"The successful warrior is the average man, with laser-like focus."

-Bruce Lee

“Stop selling. Start helping.”

- Zig Ziglar

“It’s not how far you fall but how high you bounce that counts.”

- Zig Ziglar

“Statistics suggest that when customers complain, business owners and managers ought to get excited about it. The complaining customer represents a huge opportunity for more business.”

- Zig Ziglar

“You don’t have to be great to start, but you have to start to be great.”

- Zig Ziglar

**“If you aim at nothing, you
will hit it every time.”**

- Zig Ziglar

“In the game of life, before you get anything out, you must put something in!”

- Zig Ziglar

**“If you can dream it, then you can achieve it.
You will get all you want in life if you help
enough other people get what they want.”**

- Zig Ziglar

"If you set your goals ridiculously high and it's a failure, you will fail above everyone else's success."

- James Cameron

"Entrepreneurs average 3.8 failures before final success. What sets the successful ones apart is their amazing persistence."

- Lisa M. Amos

"Take up one idea. Make that one idea your life--think of it, dream of it, live on that idea. Let the brain, muscles, nerves, every part of your body, be full of that idea, and just leave every other idea alone. This is the way to success."

- Swami Vivekananda

**"All our dreams can come true if
we have the courage to pursue
them."**

- Walt Disney

"Success is the sum of small efforts, repeated day-in and day-out."

- Robert Collier

"If you want to achieve excellence, you can get there today. As of this second, quit doing less-than-excellent work."

- Thomas J. Watson

**"Only put off until tomorrow
what you are willing to die
having left undone."**

- Pablo Picasso

"Twenty years from now you will be more disappointed by the things that you didn't do than by the ones you did do. So throw off the bowlines. Sail away from the safe harbor. Catch the trade winds in your sails. Explore. Dream. Discover."

- Mark Twain

"Keep on going, and the chances are that you will stumble on something, perhaps when you are least expecting it. I never heard of anyone ever stumbling on something sitting down."

- Charles F. Kettering

"To be successful you must accept all challenges that come your way. You can't just accept the ones you like."

- Mike Gafka

"Many of life's failures are people who did not realize how close they were to success when they gave up."

- Thomas A. Edison

**“The expert in anything was
once a beginner.”**

– Helen Hayes

**“It’s easier to explain price once
than to apologize for quality
forever.”**

- Zig Ziglar

**“Please think about your legacy,
because you’re writing it every
day.”**

– Gary Vaynerchuk

“Establishing trust is better than any sales technique.”

– Mike Puglia

**“The secret of getting ahead
is getting started.”**

– Mark Twain

“Refuse to attach a negative meaning to the word ‘no.’ View it as feedback. ‘No’ tells you to change your approach, create more value or try again later.”

– Anthony Iannarino

**“Faith is taking the first step
even when you don’t see the
whole staircase.”**

– Martin Luther King Jr

“Once you replace negative thoughts with positive ones, you’ll start having positive results.”

– Willie Nelson

"All men dream, but not equally. Those who dream by night in the dusty recesses of their minds, wake in the day to find it was in vanity: but the dreamers of the day are dangerous men, for they may act on their dreams with open eyes, to make them possible."

– T.E. Lawrence

“Most of the important things in the world have been accomplished by people who have kept trying when there seemed to be no hope at all.”

– Dale Carnegie

“You don’t have to be the smartest person in the room. You don’t have to rely on luck or getting a better territory. You just have to plan your work and work your plan. It works every time it’s tried.”

– Kelly Riggs

**“Sales Success Comes After You
Stretch Yourself Past Your
Limits On A Daily Basis.”**

– Omar Periu

**“Success is walking from failure
to failure with no loss of
enthusiasm.”**

– Winston Churchill

“The difference between a successful person and others is not a lack of strength, not a lack of knowledge, but rather a lack of will.”

– Vince Lombardi

**“It is not your customer’s job to remember you.
It is your obligation and responsibility to make
sure they don’t have the chance to forget you.”**

– Patricia Fripp

**"Quality performance starts
with a positive attitude."**

– Jeffrey Gitomer

"Great things are done by a series of small things done together."

– Vincent van Gogh

“Wanting something is not enough. You must hunger for it. Your motivation must be absolutely compelling in order to overcome the obstacles that will invariably come your way.”

– Les Brown

“Our greatest weakness lies in giving up. The most certain way to succeed is to try just one more time.”

- Thomas Edison

**“Don’t worry about failures,
worry about the chances you
miss when you don’t even try.”**

- Jack Canfield

**“Nobody likes to be sold to,
but everybody likes to buy.”**

- Earl Taylor

“There are no secrets to success. It is the result of preparation, hard work and learning from failure.”

- Colin Powell

**"Success is the ability to go
from failure to failure without
losing your enthusiasm."**

– Winston Churchill

**“Luck is a matter of preparation
meeting opportunity.”**

– Oprah Winfrey

**“Victory is sweetest when
you’ve known defeat.”**

– Malcolm Forbes

**“If you really want to do something,
you’ll find a way. If you don’t... you’ll
find an excuse.”**

– Jim Roh

“Care enough to create value for customers. If you get that part right, selling is easy.”

– Anthony Iannarino

**“Don’t wish it were easier.
Wish you were better.”**

– Jim Rohn

“You will attract way more buyers if you are offering to teach them something of value to them than you will ever attract by simply trying to sell them your product or service.”

– Chet Holmes

“Sales success comes after you stretch yourself past your limits on a daily basis”

– Omar Periu

**“Treat objections as requests
for further information”**

- Brian Tracy

**“Good sales people are not
born, they are trained”**

- Dave Kurlan

“Customers don’t care at all whether you close the deal or not. They care about improving their business”

– Aaron Ross

**“The sale often goes to the
most interested party”**

- Steve Chandler

“Do you know who works almost exclusively by referrals? High end consultants, surgeons, attorneys, accountants, the wealthy. Do you know who never asks for referrals? The incompetent”

- Claude Whitacre

**“If you think you are too small to
make a difference, try sleeping
with a mosquito”**

- Dalai Lama

**“Poor firms ignore their competitors;
average firms copy their competitors;
winning firms lead their competitors.”**

- Philip Kotler

“Be genuinely interested in everyone you meet and everyone you meet will be genuinely interested in you.”

– Rasheed Ogunlaru

“Hard work is about risk. It begins when you deal with the things that you’d rather not deal with: fear of failure, fear of standing out, fear of rejection. Hard work is about training yourself to leap over this barrier, drive through the other barrier. And after you’ve done that, to do it again the next day.”

– Seth Godin

“The only way to know when a deal will close is to ask the customer.”

– Alice Heiman

**“Buyers do business with you,
not with your company and not
with your technology.”**

– Joanne Black

**“Fall down seven times and
stand up eight.”**

– Proverb

**“Your most unhappy customers
are your greatest source of
learning.”**

– Bill Gates

“Keep yourself positive, cheerful and goal-oriented. Sales success is 80% attitude and only 20% aptitude.”

– Brian Tracy

**“If you’re offered a seat on a
rocket ship, don’t ask what seat!
Just get on.”**

– Sheryl Sandberg

“Filter everything you’re doing, saying and pitching and you’ll improve just about every metric you care about today.”

– Matt Heinz

**“Take care of the minutes and
the hours will take care of
themselves.”**

– Lord Chesterfield

“Don’t be fooled by the calendar. There are only as many days in the year as you make use of. One man gets only a week’s value out of a year while another man gets a full year’s value out of a week.”

– Charles Richards

**“Unless you have 100%
customer satisfaction... you
must improve.”**

– Horst Schulz

“Loyal customers, they don’t just come back, they don’t simply recommend you, they insist that their friends do business with you.”

– Chip Bell

**“You are what you repeatedly do.
Excellence, then, is not an act,
but a habit.”**

- Aristotle

“If you can't do great things, do small things in a great way.”

- Napoleon Hill

**“History will be kind to me
for I intend to write it.”**

– Winston Churchill

“The hours ordinary people waste, extraordinary people leverage.”

- Robin Sharma

“In business as in life, you don't get what you deserve, you get what you negotiate.”

– Dr. Chet Karrass

“The man who will use his skill and constructive imagination to see how much he can give for a dollar, instead of how little he can give for a dollar, is bound to succeed.”

– Henry Ford

“You have to drop your sales mentality and start working with your prospects as if they’ve already hired you.”

– Jill Konrath

“The only thing that’s keeping you from getting what you want is the story you keep telling yourself.”

– Tony Robbins

“Get closer than ever to your customers. So close that you tell them what they need well before they realize it themselves.”

– Steve Jobs

**“If opportunity doesn’t knock,
build a door.”**

– Milton Berle

**“Champions keep playing
until they get it right.”**

– Billie Jean King

“High-level buyers want to talk to people who know more than they do. They hunger not for information but insight.”

– Barbara Weaver Smith

**“There are no traffic jams on
the extra mile.”**

- Zig Ziglar

**“If you don’t believe in what
you’re selling, neither will your
prospect.”**

– Frank Bettger

“People trust more, listen more, buy more when they learn about you from someone they respect and trust.”

– Jennifer Gluckow

**“Yes is the destination – No
is how you get there.”**

– Andrea Waltz

“Don’t wait until everything is just right. It will never be perfect. There will always be challenges, obstacles and less than perfect conditions. So what. Get started now. With each step you take, you will grow stronger and stronger, more and more skilled, more and more self-confident and more and more successful.”

– Mark Victor Hansen

**“Don’t worry about people
stealing your design work.
Worry about the day they stop.”**

- Jeffrey Zeldman

“If you are not embarrassed by the first version of your product, you’ve launched too late.”

- Reid Hoffman

“Amateurs sit around and wait to get inspired. The rest of us get up and get to work.”

– Stephen King

BONUS QUOTES WITH TIPS

“If you can’t describe what you are doing as a process, you don’t know what you’re doing.”

– Edward Deming

“What’s measured improves”

– Peter Drucker

“I have always said that everyone is in sales. Maybe you don’t hold the title of a salesperson, but if the business you are in requires you to deal with people, you, my friend, are in sales.”

- Zig Ziglar

“People don’t buy for logical reasons. They buy for emotional reasons.”

- Zig Ziglar

“Most people think ‘selling’ is the same as ‘talking’. But the most effective salespeople know that listening is the most important part of their job.”

– Roy Bartell

“Don’t sell life insurance. Sell what life insurance can do.”

– Ben Feldman

Thank you

If you liked reading this book, Feel Free to share your experience.

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