

# CONSULTING FROM THE STAGE™

## PRESENTATIONS THAT ARE ABOUT YOU™

### David Goldsmith's Quotes (more at [davidgoldsmith.com](http://davidgoldsmith.com))

- Life does not give you A's for effort. It gives you A's for results.
- Win by a nose, lose by a nose.
- All things are never equal.
- I'm not competitive as long as I win.
- The person who goes through life with the least of amount of scars wins.
- There is no box!
- No one can give 110%.
- It's not about working hard. It's not about working smart. It's about working less.
- It's not for those who don't know, it's for those who do know.
- The cost of the wrong strategy is disastrous.
- People would rather make money than save money.
- Relationships are not the most important part of business.
- You're great only when other people tell other people you're great.
- The act of throwing away is often a sign of prosperity or maturity.
- Language knows no borders.
- We tend to remember our failures and to forget our successes.
- When strategizing make sure you look through all the windows.
- Don't try to raise the water in your glass by trying to raise the ocean.
- You choose your own captains.
- Location, location, location, should be replaced with access, access, access!
- A good strategy executed poorly will create better results than a poor strategy executed well.
- Coaches create play books. Athletes do not.
- Someone will always hate your decisions.
- The language you use can control almost any situation.
- There's a difference between being automated and manually digital.
- The next best move may not be your best move.
- Projects are the building blocks of any business.
- Don't forget, your customer is you.
- A general does not need to know how to drive a tank to use it in battle.
- Marketing is when the sales come to you. Sales are when you go to the sale.
- If you take a tool or belief away you must fill it with something better.
- Never leave a relationship where you owe something to someone. It's best when they owe you.
- Decision makers are not hired to fight fires. They are hired to eliminate them from happening in first place. That's why you're paid to think.
- You can't hug and kiss your employees into being motivated.
- The greatest motivation you can offer someone is to supply them with the "tools" that help them achieve whatever they wish to accomplish.
- Management is a mental game that if done right enables you to win the physical game.
- People will follow you because they believe you will get them where they want to go.
- When one's pipeline for new business is low, you'll find they beg for business.
- People love change.

In his presentation, David Goldsmith gave us so many practical ideas that he could have charged us A MILLION DOLLARS, and it would have been worth it."

John Labrie, CEO and President,  
CWX Con-Way Express

"You were like our very own EF Hutton. When you spoke everyone listened. When you whispered everyone leaned forward to hear every word. When you finished, they wished it lasted longer.

Carol Wasieleski, Managing Director for  
the Cleaning Equipment Trade Assoc.

"You certainly spent more time learning about the DMIA membership than any speaker we have previously had...and it showed too."

Lloyd Tucker, Sr. Director,  
Document Mgmt Industry Assoc.

"Without question, you are one of the very best speakers the Executive Officers Club has ever hired, and we've heard about 200 keynote speakers since the EOC was founded."

Chuck Whitlock, Chairman  
Executive Officers Club

"In short you have a real gift...one of the most enjoyable and refreshing presentations I've attended."

Stephen Stapleton, Managing Director  
Executive Special Services, FedEx



**DAVID GOLDSMITH**  
consultant ● speaker ● author ● professor ● advisor