

“The universe is  
made of stories,  
not atoms.”

Muriel Rukeyser

Inspiring quotes to help you stand out in 2012.

Barry Graham & Sally Clare  
Speakers' Corner

"Logic will get you from A to B. Imagination will take you everywhere."

**Albert Einstein**

"Winning is a habit. Unfortunately, so is losing."

**Vince Lombardi**

"Once you say you're going to settle for second, that's what happens to you in life, I find."

**John F. Kennedy**

"Data, data, everywhere and not a thought to think."

**Anon**

"Stories are the single most important weapon in a leader's arsenal."

**Howard Gardner**

"Be present. It's the only moment that matters."

**Anon**

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

**Jim Rohn**

"Leap and the net will appear."

**John Burroughs**

"What great thing would you attempt if you knew you could not fail?"

**Robert H. Schuller**

"Go as far as you can see and when you get there you will be able to see further."

**Zig Ziegler**

"Opportunity does not knock. It presents itself when you beat down the door."

**Kyle Chandler**

"When your work speaks for itself, don't interrupt."

**Henry John Kaiser**

"What is generally over-looked is that the overwhelming requirement of a speech is profound thought."

**Louis Nizer**

"If you can't write your idea on the back of a business card, you don't have a clear idea."

**David Belasco**

"Being good is good business."

**Anita Roddick**

"Everything should be as simple as it is, but not simpler."

**Albert Einstein**

"Believe that life is worth living and your belief will create the fact."

**William James**

**Whistler**, the C19th artist and wit was asked "For two days' labour you ask 200 guineas?"

**Whistler** retorted "No, I ask it for the knowledge of a lifetime."

"Management cannot be expected to recognise a good idea unless it is presented by a good salesman."


**David Ogilvy**

"People don't remember what you say; they remember the pictures you created in their minds."

**Patricia Fripp**

"There have been great societies who did not use the wheel but there have been none that did not tell stories."

**Ursula K. LeGuin**



"They always say time changes things, but you actually have to change them yourself."

**Andy Warhol**

"Always do what you are afraid to do."

**Ralph Waldo Emerson**

"Never let the 5% that's wrong, outweigh the 95% that's right."

**Michael Ashby-Arnold**

"There's a road from the eye to the heart that does not go through the intellect."

**Gilbert K. Chesterton**

"We are not won by arguments that we can analyse but by tone and temper, by the manner which is man himself."

**Samuel Butler**

"It's the things that push you the most that help you the most."

**Jim Loehr**

"A person who never made a mistake, never tried anything new."

**Albert Einstein**

Sometimes I lie awake at night and ask: "Where have I gone wrong"? Then a voice says: "This is going to take more than one night."

**Charles M. Schulz**

"If you don't prospect for new business every day, something terrible happens. Nothing."

**P.J. Barnum**

"When everything seems to be going against you, remember the airplane takes off against the wind, not with it."

**Henry Ford**

"Don't talk unless you can improve the silence."

**Chinese saying**

"Don't depend on technology. If you have something important to say, look the person in the eye."

**Donald Trump**

"I have a new philosophy. I'm only going to dread one day at a time."

**Charles M. Schulz**

"He who wishes to talk well must first think well."

**Anon**

"I can't understand why people are frightened of new ideas. I'm frightened of old ones."

**John Cage**

"Never run out of goals."

**Earl Nightingale**

"If I had observed all the rules, I'd have never got anywhere."

**Marilyn Monroe**

"Things do not happen. Things are made to happen."

**John F. Kennedy**

"Inspiration does exist, but it must find you working."

**Pablo Picasso**

"To be number one, you have to train like you're number two."

**Maurice Greene**

"The more you praise and celebrate your life, the more there is in life to celebrate."

**Oprah Winfrey**

# Workshops and Coaching include:

## **Storytelling in Business – 1 day workshop**

This programme shows the delegates how to write and deliver stories, their own and borrowed. The ability of the presenter to show thought leadership is dependent on their ability to help others 'imagine' and 'get the point'. This is the true power of storytelling.

## **Maximising Business Presentations – 1 day workshop**

This programme shows the delegates the difference between 'having the confidence to stand up & talk' and 'communicating to convince & influence'.

## **Advanced Business Presentations – 1 day workshop**

This programme is designed for more experienced presenters who realise that to perform at their best, they need to get rid of bad habits, hone their strengths and be able to deliver a 'presentation story'.

## **Conference Speaking – 1 day workshop**

This programme asks the delegates: "Don't think what you have to do for the conference but rather what the conference can do for you."

## **Coaching – One-to-one training**

We work on specific needs, eg on a major industry or client presentation - improving content & performance or helping to build greater self-belief & credibility.

## **Selling Creative Work / Your Ideas – 1 day workshop**

This programme shows the delegates how to help others "see and believe in" their ideas and to see it from a client's viewpoint to help construct a convincing sales story.

## **Pitching to win – 1 day workshop**

This programme helps the new business team put on their best performance and so create more powerful, persuasive and winning presentations.

## **Speech Writing – 1 day workshop**

This programme helps the delegates to understand the emotional as well as theoretical and practical aspects of speech writing.

## Contact

### **Speakers' Corner – Helping People deliver their Best Stories.**

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