

## COMMON SENSE TALK



“To know the road ahead, ask those coming back.”

*Chinese Proverb*

“The most important thing in terms of your circle of competence is not how large the area of it is, but how well you’ve defined the perimeter.”

*Warren Buffett*

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

*Bill Gates*

“The imperatives of technology and organization, not the images of ideology, are what determine the shape of economic society.”

*John Kenneth Galbraith*

“If you do things well, do them better. Be daring, be first, be different, be just.”

*Anita Roddick*

“I think it is an immutable law in business that words are words, explanations are explanations, promises are promises—but only performance is reality.”

*Harold Geneen*

“Your legacy should be that you made it better than it was when you got it.”

*Lee Iacocca*

“Seizing the initiative can make all the difference between winning and losing.”

*Thomas Davis III*

“Without the vision to anticipate and adapt to change the most productive worker today will be unproductive tomorrow.”

*Richard Tully*

“In business you cannot discover new heights unless you have the courage to leave the ground.”

*Seth Godin*