

If misery loves company, then motivation breeds happiness!

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*DAILY*  
*MOTIVATIONAL*  
*QUOTES*

*SUSAN A. ENNS*

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*Daily Motivational Quotes*  
*By Susan A. Enns*

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## INTRODUCTION

I have spent my entire career, in one form or another, in sales. As such, I have dealt with rejection almost every day of my working life. Don't get me wrong, I have had a very successful career, but no sales person hears "yes" all the time. In fact, it is just the opposite. We hear "no" many more times than we hear yes.

In sales, rejection is just something we deal with every day. When we let it get us down, it shows to everyone we meet, including our customers, our colleagues and our family. Essentially, our negative attitude becomes our worst enemy. Even if you are not in sales, if you let your negative thoughts get the best of you, you are your own worst enemy too.

Have you ever been on a golf course and heard someone say "I never hit the ball well off the first tee"? Isn't it interesting that everyone who makes those comments were right? They didn't hit the ball well off the first tee. It's not that they can't hit the ball well because they did off the next tee, but why not the first? The reason is they kept telling themselves they wouldn't. They thought it to be true therefore they made it be true.

The sociologist, Robert Merton called this a self-fulfilling prophecy: What you think and believe will happen actually occurs because you will, either consciously or unconsciously, act in ways that cause it to happen. Many bestselling books like *Think and Grow Rich* and *The Secret* have documented countless examples of history's greatest men and women who believed they could, and therefore did.

One of the best examples of the power of positive thought happened on Labour Day weekend in 2009. An unknown, 17 year old tennis player kept pulling upset after upset at the US Open Tennis Championships, taking the sporting world by storm. One simple word was written on her shoes to serve as a constant reminder to stay positive no matter what. The word? *Believe*.

On the eve of the 2010 Olympic Winter Games, a wave traveled all across Canada and generated an excitement that was truly contagious! School kids, business people and athletes alike all caught the wave, donned their red mittens and in the end, made the games the most successful in Canadian history. It is one of the best examples of the power of positive thought and was centered around that one simple phrase....*I believe!*

Be it sports, sales, or life, it works the same way. We all have that inner voice that talks to us. What does yours say? Do you say "I can't make this putt because I am not a good putter."? Do you think "I can't be successful because the economy is bad" or "I can't do

this today because I am not felling 100%”? Stop being your own worst enemy! By telling yourself you can’t, you are making it so!

Given my profession, I have been asked many times how do I stay positive? It can’t be easy to keep the right attitude when you have to deal with rejection every day, right? Yes, actually, it can be. I stay positive because I choose to stay positive. I actually make a conscious effort to not be negative and to only be positive.

I always look for the good in every situation. I congratulate myself on the effort completed to become successful, and not just focus on the end result. I look at every failure as a learning experience. In sales, I see every “no” as the next step to a “yes”. I associate with successful people who believe they can, and walk away from those who say they can’t. I turn off the gloomy evening news and read a motivational book instead. I surround my home, my car and my office with items that are inspirational to me.

Lastly I start and end my day with a positive thought. I discovered long ago that a cartoon or a motivational quote always puts me in the right frame of mind. I added a daily sales cartoon to our Sales Resource Centre at <http://www.b2bsalesconnections.com>, and I started searching the internet for a daily quote that made me smile or motivated me in some way. Each day I did this, I found that I became better mentally prepared to tackle the day. More importantly, I was just happier!

I started to share what I found online. I would put a daily motivational quote in my Facebook and LinkedIn statuses, I would blog about them, and I would tweet them on Twitter. Friends, family, and business associates all enjoyed them so much they started calling me “The Quote Lady.” More importantly, everyone’s positive attitude seemed to be contagious. The more the motivation spread, the more everyone became motivated!

That’s when I decided to pull together a collection of my favorite motivational quotes all in one place, and this eBook was created. Some are sales related, but most are just life related. They are in no particular order, just a random thought for each day of the year to help keep you on a positive note. I hope you enjoy them as much as I do.

Most importantly, be sure to share them every day. Send people to our website at <http://www.b2bsalesconnections.com> so they can download this eBook and they can share them too. If you find a new motivational quote, I would love to hear from you. If the old saying “misery loves company” is true, then motivation must breed happiness!

Remember, your thoughts control your outcomes and you control your thoughts. So choose wisely!