



Inspire to Reach Higher: Zig Ziglar Edition

A tribute to my idol, Zig Ziglar (Nov. 6 1926-Nov. 28 2012)

**A-Z Empowering Quotes that I.N.S.P.I.R.E.
Amey Hegde**

Inspire to Reach Higher - Zig Ziglar Edition*

A-Z Empowering Quotes that I.N.S.P.I.R.E.

Amey Hegde, Motivational Speaker & Corporate Trainer

* This free Ebook has been created as a tribute to my idol, the internationally renowned motivational speaker and author **Zig Ziglar** who passed away on Nov. 28 2012. This book features selected quotes by Zig Ziglar and other authors from the complete book.

Please feel free to share this free Ebook with your friends and contacts to spread Zig Ziglar's inspirational message.

Download the complete Ebook from www.ameyhegde.in/inspire-to-reach-higher.html
For more empowering quotes, join the [Inspire to Reach Higher](#) Facebook group

Introduction

As an inspirational speaker I am often amazed by the power that lies in a single quotation to transform someone's life. Many times, I have felt recharged and energized on reading the inspiring words of my idol Zig Ziglar. Good quotes, though short, can be profound and have the power to transform one's life and one's thoughts. Empowering quotes "**I.N.S.P.I.R.E.**" us to reach higher. They:

Infuse positive energy and zest for life

Nurture new ideas and visions

Summarize complex concepts and ideologies

Provide us with a new perspective of seeing things

Inspire us to have dreams

Reveal the mindsets of successful people

Encourage us in times of despair

This book contains handpicked quotations by top thinkers and leaders such as Zig Ziglar, Mahatma Gandhi, Jim Rohn, Brian Tracy, Paulo Coelho, Robin Sharma and other great minds thoughtfully arranged in alphabetically ordered sections to remind us of our inner strengths and abilities. I do hope the empowering quotes in this book will inspire you to reach higher...

-Amey Hegde

Acknowledgements

First and foremost, I would like to express my gratitude to the great thinkers and leadership gurus whose quotations I have presented through this book. I am thankful to various authors, publishing houses, estates and trusts for graciously granting permission to reproduce quotations from material owned by them. Finally, I would like to thank Laurie Magers, Executive Assistant to Zig Ziglar, for taking the time to patiently go through the book and provide valuable inputs regarding grammar and punctuation.

Partial list of acknowledgements follow. If by any chance I have omitted to give credit where it is due, it is purely accidental and if pointed out, the error would definitely be rectified in future editions.

Partial List of Acknowledgements:

Quotes by **Brian Tracy**, reprinted with permission from Brian Tracy International ©2001-2012.
www.briantracy.com

Quotes by **Jim Rohn**, reprinted with permission from Jim Rohn International ©2012. Visit www.JimRohn.com

Quote by **Leo Buscaglia** reprinted with permission from SLACK Incorporated.

Quotes by **Paulo Coelho** reprinted with permission.

Quotes by **Robin Sharma** reprinted with permission of Sharma Leadership International Inc. © 2012. www.robinsharma.com

Quotes by **Viktor Frankl** reprinted with permission from the Estate of Viktor Frankl, Vienna, Austria, Europe. Visit www.viktorfrankl.org

Quotes by **Vince Lombardi** reprinted with permission from the Family of Vince Lombardi c/o Luminary Group LLC.

Quotes by **Zig Ziglar** reprinted with permission from Ziglar, Inc. Visit www.ziglar.com

Image Credits

Section	Image Credit	Name of Image	Section	Image Credit	Name of Image
Cover	nattavut / FreeDigitalPhotos.net	White Door In The Sky	Never Give Up (Perseverance)	porbital / FreeDigitalPhotos.net	Ice Cave And Hiker
Attitude	Salvatore Vuono / FreeDigitalPhotos.net	Stair To Sky	Obstacles and Failure	chrisroll / FreeDigitalPhotos.net	Long Jump
Belief	BJWOK / FreeDigitalPhotos.net	Inspirational Stones	Positive Attitude	photostock / FreeDigitalPhotos.net	Woman With Thumbs Up
Change	Danilo Rizzuti / FreeDigitalPhotos.net	Hands Water Ocean	Questioning	Stuart Miles / FreeDigitalPhotos.net	Questions Or Answers Directions
Dreams	chanpipat / FreeDigitalPhotos.net	Businessman Running To Success	Relationships	jscreationzs / FreeDigitalPhotos.net	Family In Abstract Background
Excellence	Stuart Miles / FreeDigitalPhotos.net	Good Better Best Dice	Success	phanlop88 / FreeDigitalPhotos.net	Human Hand Holding Key
Focus	Ambro / FreeDigitalPhotos.net	Business Lady Giving Focus Gesture	Time Management	photostock / FreeDigitalPhotos.net	Woman Holding Clock
Gratitude	Felixco, Inc. / FreeDigitalPhotos.net	Thank You	Understanding	Ambro / FreeDigitalPhotos.net	Businesspeople In Kitchen
Harmony	dan / FreeDigitalPhotos.net	Stone	Vision and Purpose	graur codrin / FreeDigitalPhotos.net	Eye
Individuality and Uniqueness	David Castillo Dominici / FreeDigitalPhotos.net	Stand Out From The Crowd	Wealth and Money	digitalart / FreeDigitalPhotos.net	Bags With Currency Symbol
Joy and Happiness	Danilo Rizzuti / FreeDigitalPhotos.net	Happy	X pectation	jscreationzs / FreeDigitalPhotos.net	3D Render Business Graph
Kindness	twobee / FreeDigitalPhotos.net	Woman Hand Touches Man Hand	Yearning (Desire)	M - Pics / FreeDigitalPhotos.net	Professional Surfer
Learning	basketman / FreeDigitalPhotos.net	Book And Word Growing TREE	Zig Ziglar	Ziglar, Inc	Zig Ziglar
Motivation	tungphoto / FreeDigitalPhotos.net	Man Hand Made Motivation Word	Brian Tracy	Brian Tracy International	Brian Tracy

Images from Wikimedia Commons:

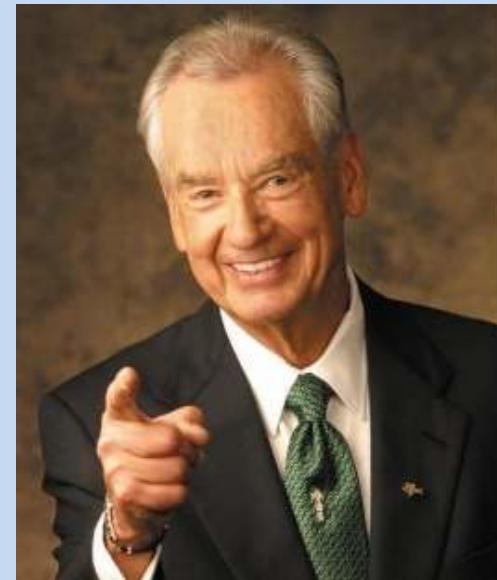
Mahatma Gandhi, Paulo Coelho, Vince Lombardi, Alexander Graham Bell, Viktor Frankl, Robin Sharma, Leo Buscaglia, Booker T. Washington, Jim Rohn

Attitude

***Y*our attitude, not your aptitude, will determine your altitude.**



Zig Ziglar



We can't always choose what's going on on the outside, but we can always choose what's going on in the inside—our thoughts.

Belief

*W*hatever you truly believe, with feeling, becomes your reality. You always act in a manner consistent with your beliefs, especially your beliefs about yourself.

Brian Tracy

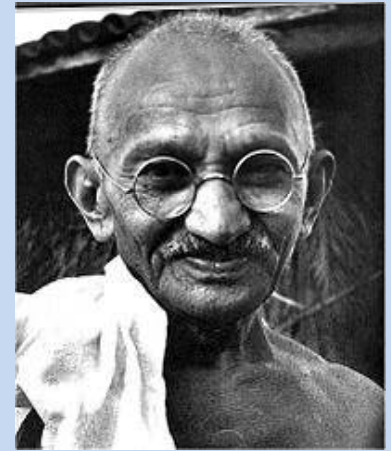


Developing a strong belief in yourself and your abilities will provide a firm foundation to achieve success.

Change

***B*e the change you want to see in the world.**

Mahatma Gandhi

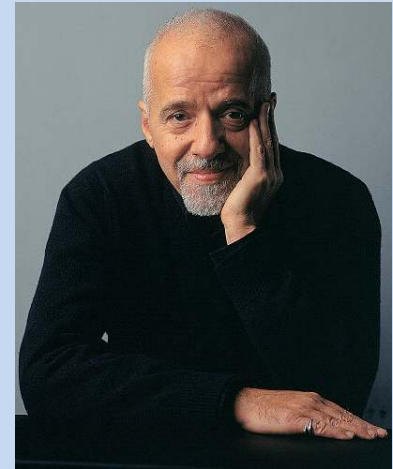


Changing the world is difficult, changing yourself is far easier.

Dreams

Tell your heart that the fear of suffering is worse than the suffering itself. And that no heart has ever suffered when it goes in search of its dreams.

Paulo Coelho, The Alchemist



Dare to dream big and to do what is required to turn it into a reality.

Excellence

The quality of a person's life is in direct proportion to their commitment to excellence, regardless of their chosen field of endeavor.

Vince Lombardi



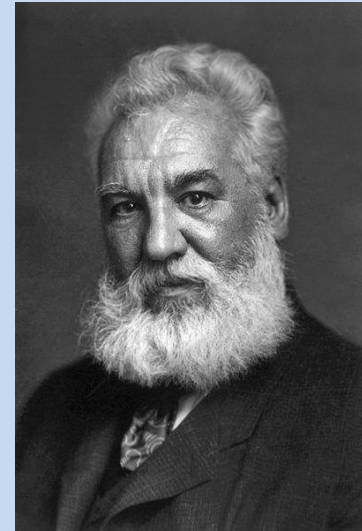
For a person who strives for excellence, one's own satisfaction is often more valuable than others' appreciation.

Focus

Concentrate all your thoughts upon the work at hand.

The sun's rays do not burn until brought to a focus.

Alexander Graham Bell

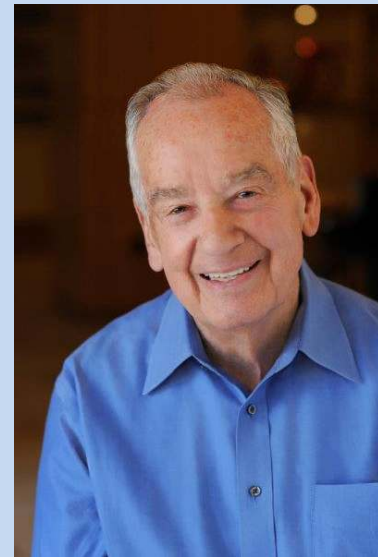


When we focus our efforts, we develop laser-like energy to complete our task.

Gratitude

The more you express gratitude for what you have, the more you will have to express gratitude for.

Zig Ziglar

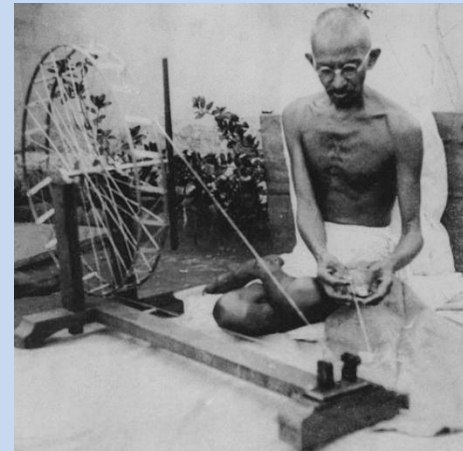


Re-look at the world with new eyes and give thanks for all the good things present in your life.

Harmony

Happiness is when what you think, what you say, and what you do are in harmony.

Mahatma Gandhi



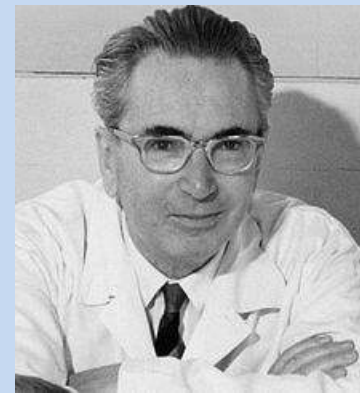
When your actions and top values are in harmony, you feel calm and at peace.

Individuality and Uniqueness

Everyone has his own specific vocation or mission in life... Therein he cannot be replaced, nor can his life be repeated. Thus, everyone's task is as unique as is his specific opportunity to implement it.



Viktor Frankl



You are special and unique; accept and embrace your uniqueness.

Joy and Happiness

The secret of happiness is simple: find out what you truly love to do and then direct all of your energy towards doing it.

Robin Sharma

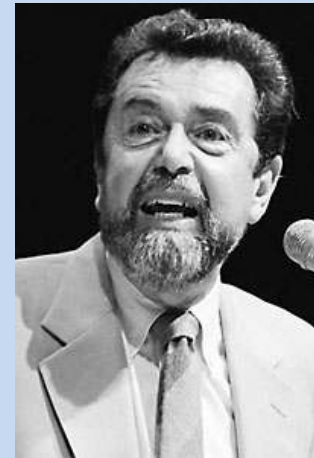


If you want to be happy, find out what work makes you feel most alive and go and do it.

Kindness

Too often we underestimate the power of a touch, a smile, a kind word, a listening ear, an honest compliment, or the smallest act of caring, all of which have the potential to turn a life around.

Leo Buscaglia



Put kindness into action and you might just start a chain reaction!

Learning

No one lives long enough to learn everything they need to learn starting from scratch. To be successful, we absolutely, positively have to find people who have already paid the price to learn the things that we need to learn to achieve our goals.



Brian Tracy



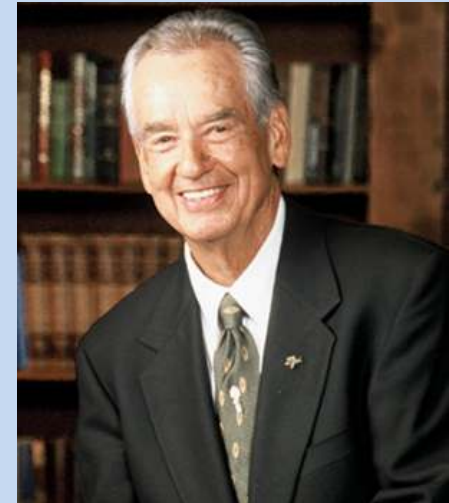
View everyone around you as a teacher; from some, seek to learn what not to do and from others, what to do.

Motivation

S people often say that motivation doesn't last. Well, neither does bathing – that's why we recommend it daily.



Zig Ziglar



To remain motivated, be deaf to people who keep saying to you that it can't be done.

Never Give Up

This I do know beyond any reasonable doubt.

Regardless of what you are doing, if you pump long enough, hard enough and enthusiastically enough, sooner or later the effort will bring forth the reward.

Zig Ziglar

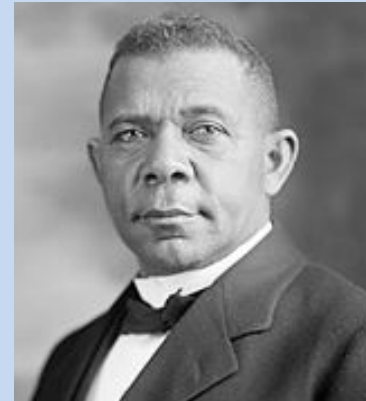


Realize that when you feel like giving up, you may just be inches away from the winning line.

Obstacles

***Y*ou measure the size of the accomplishment by the obstacles you had to overcome to reach your goals.**

Booker T. Washington



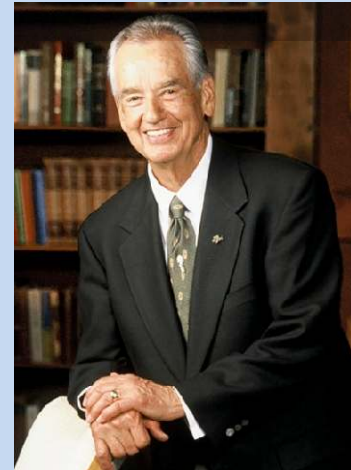
We may not realize it when we are facing them, but obstacles that we face and overcome only make us stronger.

Positive Attitude

Positive thinking won't let you do anything, but it will let you do everything... better than negative thinking will.



Zig Ziglar



The positive thinker seeks to answer the question "how can I do it?", rather than simply saying "it can't be done."

Questioning

There is something about a well-worded question that often penetrates to the heart of the matter and triggers new ideas and insights.



Brian Tracy



Asking better questions will get you better answers which help you succeed.

Relationships

The best way to make your spouse and children feel secure is not with big deposits in bank accounts, but with little deposits of thoughtfulness and affection in the “love account.”



Zig Ziglar

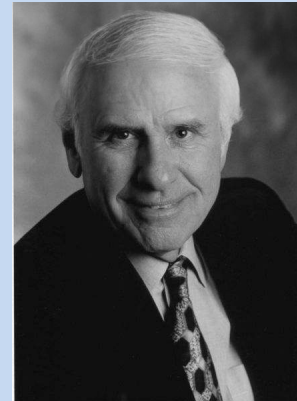


Ensure that people who matter to you always feel cared for and accepted.

Success

Success is not to be pursued; it is to be attracted by the person you become.

Jim Rohn

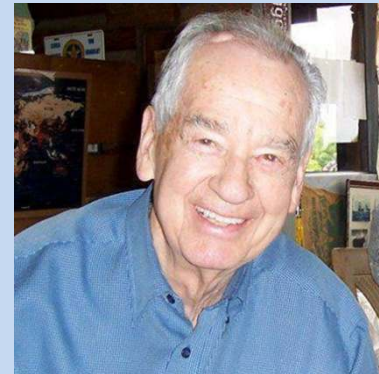


True success consists of becoming all you can be, of fulfilling your highest potential.

Time Management

Lack of direction, not lack of time, is the problem. We all have twenty-four hour days.

Zig Ziglar

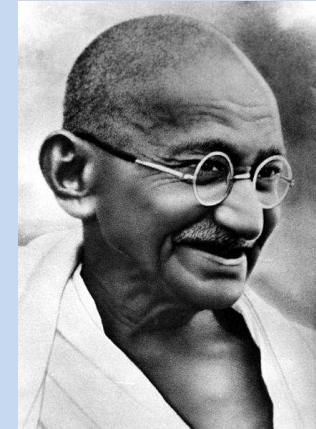


Determine your top priorities in life and keep aside sufficient time for them in your schedule.

Understanding

Three-fourths of the miseries and misunderstandings in the world will disappear if we step into the shoes of our adversaries and understand their standpoint.

Mahatma Gandhi



To truly understand a person, stop talking and start listening.

Vision

***a*ll successful people, men and women, are big dreamers. They imagine what their future could be, ideal in every respect, and then they work every day toward their distant vision, that goal or purpose.**

Brian Tracy

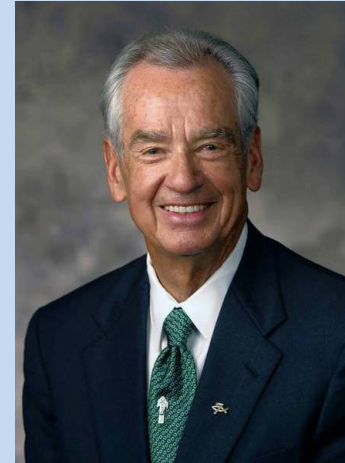


Form a clear mental vision of your ideal life before you start taking action to achieve it.

Wealth and Money

*W*hen we do more than we are paid to do, eventually we will be paid more for what we do.

Zig Ziglar



If you enjoy what you do, excel at it and find a way to serve others with it, the money will follow.

Xpectation

*W*inners make a habit of manufacturing their own positive expectations in advance of the event.

Brian Tracy



Expect great things from yourself and then put in the hard work needed to meet those expectations.

Yearning

***I* f you really want something badly enough, there are no limits on what you can achieve.**



Brian Tracy

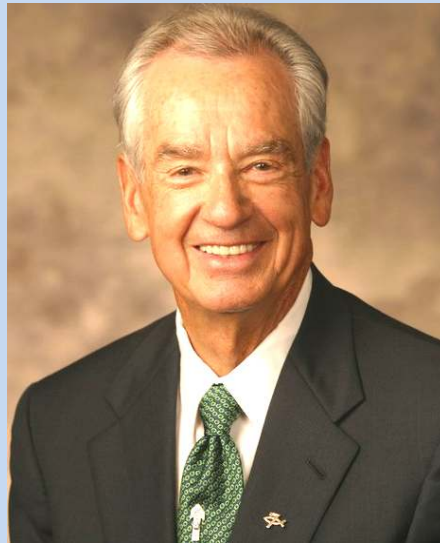


When you really want something deeply and take massive action, you can achieve wonders.

Zig Ziglar

Wise words from the master of motivation

***T*he most practical, beautiful, workable philosophy in the world won't work – if you won't.**



Zig Ziglar
(1926-2012)

“The Master of Motivation” Zig Ziglar has been described as “One of America’s Icons,” “the salesman’s salesman” and “A legacy that will forever impact our history.” Helping people to achieve long-term balanced success based on his philosophy of character, attitude and skills, he has impacted more than a quarter billion people and continues to make a difference in the lives of those who act on his philosophy.

About This Book:

Inspiring quotes hold the power to transform one's life and thoughts. This book contains handpicked quotations by my idol, Zig Ziglar and other top thinkers and leaders such as Mahatma Gandhi, Jim Rohn, Brian Tracy, Paulo Coelho, Robin Sharma and other great minds thoughtfully arranged topic-wise in alphabetical order to remind us of our inner strengths and abilities. After each quote, I have presented a one-liner summary of a key learning related to the topic.

*This free pdf has been created as a tribute to my idol, Zig Ziglar who passed away on Nov. 28 2012, and contains selected quotes from the complete book. To download the book, visit <http://ameyhegde.in/inspire-to-reach-higher.html>

About the Author:



Amey Hegde is an Internationally Certified Corporate Behavioral Trainer, Motivational Speaker, Management Consultant based in Goa, India.

Amey's academic qualifications include Post Graduate Studies in Behavioral Sciences Training (PGCPBST) from MIBS, USA & graduate studies in Electronics & Telecom Engineering from Goa Engineering College. He has also been trained by eminent faculty from IITs, IISc Bangalore & SIBM Pune in areas of technology & management.

Amey has been trained to use international concepts of Edward de Bono's Six Thinking Hats® and Lateral Thinking™, Facilitation Skills to Crestcom® standards, and Neuro Linguistic Programming (NLP).

He is also certified to administer and debrief the internationally acclaimed psychometric assessment Thinking Pattern Profile™. Amey has over twelve years of work experience in several MNCs & Fortune 100 companies in Europe and India with a varied cultural exposure while working with teams from USA, Canada, Germany, Japan & China and before stepping out into the entrepreneurial training field, was last working at Wipro Technologies, Bangalore.

Amey has trained innumerable participants - Directors, GMs, senior HR managers, trainers, executives, students, teachers, doctors, professionals, entrepreneurs from several organizations on various topics to enhance their productivity. Amey also conducts training needs identification & analysis programs, executive coaching interventions & psychometric assessments for employees. For more details visit <http://ameyhegde.in>, email amey.hegde@gmail.com

A partial list of Amey's Clients:

CORPORATE CLIENTS						EDUCATIONAL INSTITUTES & SOCIETIES					