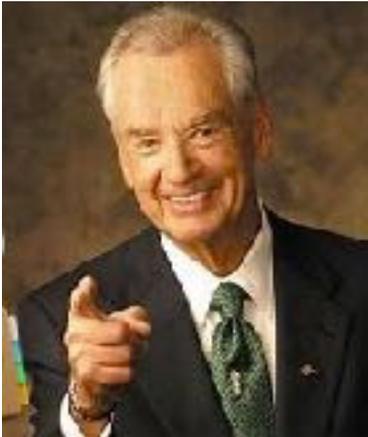


ZIG ZIGLAR ALWAYS SAID...some of his famous quotes via FactorReady.com...

Who Was Zig Ziglar?

Excerpts from tribute articles on Zig Ziglar at MindOfSuccess.com ...



Zig Ziglar (November 6, 1926 – November 28, 2012) was born Hillary Hinton Ziglar in Coffee County, Alabama. Zig was one of the most recognizable names in self-help, self-improvement, and personal development. From 1970 until his passing, he brought his distinctive brand of optimism, enthusiasm, and humor to countless seekers of a better life. When Zig was five, his family moved from Alabama to Yazoo City, Mississippi. The next year, Zig's father, John, nicknamed "the Judge," died. Lila, Zig's mother, raised Zig and his 10 brothers and sisters. Zig was the tenth of twelve siblings. Zig served in the Navy during World War II. On September 15, 1944, he met "The Redhead," Jean Abernathy, and they married in late 1946. Zig attended the University of South Carolina. He became a cookware salesman and struggled for two years. "Not that I didn't sell anything," Zig

quips. "I sold my car, sold my furniture..." Then fate intervened. P.C. Merrell, president of Wearever Aluminum, for which Ziglar sold cookware, told him "I've never seen such a waste." Ziglar relates "That will get your attention." Merrell told Zig that if he would just believe in himself and go to work, he could be a champion. Within a year, Ziglar went from barely surviving to No. 2 in a company of more than 7,000 salespeople. He later reached the No. 1 position in another company of more than 3,000.

In 1970, Zig went into the motivational speaking business full-time. On July 4, 1972, he was "born again." Since then, he says he has never had to solicit any speaking engagements. Subsequently, he has built a national following. Zig has addressed audience after audience in which two and sometimes three generations of the same family learn from his wisdom and laughed at his humor. Zig has written more than 25 books, many of them translated into more than three dozen languages. His Dallas-based multimillion-dollar Ziglar Corp. offers a personal-development and corporate training materials based on Zig's decades of experience. Zig's signature work is "See You at the Top," a classic in self-help literature that has continued to sell for over 40 years.

Anyone who has heard Zig knows that he infuses his talks with his Christian values. He says "A man told me 'I got the distinct impression you are a Christian.' Zig quips 'If all you got was an impression, I've got to clean up the act!'" Zig describes his speeches as paraphrases of the Bible with a few funnies and human interest stories thrown in. In 1985, the Mississippi Broadcasters Association presented the Mississippian of the Year Award to Zig despite his many jokes about Yazoo City! In 1995, Zig lost his eldest daughter Suzan. He wrote about this sad experience in "Confessions of a Grieving Christian." In 2007, Zig turned his company over to his son Tom and his son-in-law Richard K. Oats. That same year, Zig fell down a flight of stairs and suffered short-term memory loss. In 2008, Zig, Jean "The Redhead," and their family attended the dedication of the Zig Ziglar Center for Ethical Leadership at Southern Nazarene University in Bethany, Oklahoma. The center's mission is to teach ethical leadership based in part on Zig's teachings. Until shortly before his passing, Zig still did 40 speeches a year. As he put it, "I'm not going to shut up until I'm called up."

Some of Zig's famous Quotes Include the Following :-)...

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It's not how far you fall, but how high you bounce that counts.

Anything worth doing is worth doing poorly—until you can learn to do it well.

Motivation gets you going and habit gets you there.

You've got to be before you can do and do before you can have.

Among the things you can give and still keep are your word, a smile, and a grateful heart.

Rich people have small TVs and big libraries, and poor people have small libraries and big TVs.

A goal properly set is halfway reached.

What you get by achieving your goals is not as important as what you become by achieving your goals.

Don't become a wandering generality. Be a meaningful specific.

Make failure your teacher, not your undertaker.

You can succeed at almost anything for which you have unbridled enthusiasm.

You don't drown by falling in water; you only drown if you stay there.

Ask yourself a question: Is my attitude worth catching?

A lot of people quit looking for work as soon as they find a job.

Building a better you is the first step to building a better America.

I believe that being successful means having a balance of success stories across the many areas of your life. You can't truly be considered successful in your business life if your home life is in shambles.

If God would have wanted us to live in a permissive society He would have given us Ten Suggestions and not Ten Commandments.

If you learn from defeat, you haven't really lost.

It was character that got us out of bed, commitment that moved us into action, and discipline that enabled us to follow through.

Little men with little minds and little imaginations go through life in little ruts, smugly resisting all changes which would jar their little worlds.

Money isn't the most important thing in life, but it's reasonably close to oxygen on the gotta have it scale.

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

People who have good relationships at home are more effective in the marketplace.

Statistics suggest that when customers complain, business owners and managers ought to get excited about it. The complaining customer represents a huge opportunity for more business.

The foundation stones for a balanced success are honesty, character, integrity, faith, love and loyalty.

You cannot climb the ladder of success dressed in the costume of failure.

You do not pay the price of success, you enjoy the price of success.

You were born to win, but to be a winner, you must plan to win, prepare to win, and expect to win.

Money won't make you happy... but everybody wants to find out for themselves.

People don't buy for logical reasons. They buy for emotional reasons.

Positive thinking will let you do everything better than negative thinking will.

Remember that failure is an event, not a person.

Sometimes adversity is what you need to face in order to become successful.

Success is dependent upon the glands – sweat glands.

Success is the maximum utilization of the ability that you have.

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The way you see people is the way you treat them.

When you are tough on yourself, life is going to be infinitely easier on you.

You can have everything in life you want, if you will just help other people get what they want.

You cannot perform in a manner inconsistent with the way you see yourself.

You cannot tailor-make the situations in life but you can tailor-make the attitudes to fit those situations.

Your attitude, not your aptitude, will determine your altitude.

There's not a lot you can do about the national economy but there is a lot you can do about your personal economy.

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."

You can disagree without being disagreeable.

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

The greatest single cause of a poor self image is the absence of unconditional love.

Before you change your thinking, you have to change what goes into your mind.

You can have everything in life that you want if you will just help enough other people get what they want.

Many marriages would be better if the husband and the wife clearly understood that they are on the same side.

If people like you they'll listen to you, but if they trust you they'll do business with you.

Keep thinking right and your business will be right.

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.

Confidence is going after Moby Dick in a rowboat and taking the tartar sauce with you.

I'm so optimistic that I'd take my last \$2 and buy a money belt.

If you don't see yourself as a winner, then you cannot perform as a winner.

Expect the best. Prepare for the worst. Capitalize on what comes.

If you go looking for a friend, you're going to find they're very scarce. If you go out to be a friend, you'll find them everywhere.

Failure is a detour, not a dead-end street.

Every choice you make has an end result.

If you want to reach a goal, you must 'see the reaching' in your own mind before you actually arrive at your goal.

Treat your spouse after you get married just like you did right before you got married.

You've got to put something in, If you want to get something out.

PS from Factor Ready: Mr. Ziglar has always been one of our most admired Heroes. He was a salesman's salesman, and could talk a jackrabbit into spending his winter vacation at a greyhound track in Florida :-)...but always did so with upmost honesty and credibility. Once fully motivated early in his sales career, he more than earned his keep, selling pots and pans door-to-door out of his little Crosley car. He became a convinced Christian, with even deacon and Sunday school teacher duties at a megachurch, Prestonwood Baptist in the Dallas area, which Jack Graham Pastors. His renown motivational and training company continues in Plano, Texas, under family management, advocating Zig's proven winning philosophies, etc. Check out their web site at ZigZiglar.com , and visit their online store, and while there sign up for their free e-

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mail bi-monthly newsletter. If you are involved in almost any field, as an employee, supervisor, owner, or simply wish to learn helpful and upgrading skills, etc., you'll benefit from literally any of their courses, as it's all based on Zig's horse sense and life long learning curve experiences. We feel certain you'll smile at some of Zig's renown quotes sited above, and take them to heart for the message gained! Please visit our site at FactorReady.com for emergency & health tips & resources that are worth knowing too. Stay Well, Stay Prepared and Stay Prayed Up !

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