

**Select Noteworthy Excerpts from
You Don't Have to Learn the Hard Way: Making It in the Real World**

Thoughts for Young Readers On....

Opportunity—

“You never know when your opportunities will come or what form they will take. A fundamental secret of success is to be ready for your opportunities when they appear. Opportunity does you no good if you're not in a position to take advantage of it.”

Human Relations—

“Practicing good human relations skills means giving another person what he or she wants in order to get what you want. It means keeping the other person's ego intact at all times. Learning human relations skills is the fastest way to improve every aspect of your life.”

Mentors—

“Life is not always neat and clean. Mentors are human and subject to the same temptations as others, but their wisdom is priceless. Don't expect that your mentor will be perfect. None of us are. I have made many mistakes. Learn the lessons mentors can teach you, always remembering that they are also human.”

Everyone's Greatest Need—

“Everyone's greatest need after food, clothing and shelter is the need to feel important. You will win or lose with people in direct proportion to your ability to satisfy their need to feel important.”

Self-Discipline—

Self-discipline means doing what you should when you don't feel like doing it. The habit of self-discipline is the underpinning of making your life turn out the way you want.”

Decisiveness—

“It's a sign of confidence to be decisive and displaying confidence breeds confidence. If you're indecisive, someone else will grab the gold ring while you're mulling things over. To learn decisiveness, you must practice it.”

Being in the Present—

“Learn to accept whatever the present moment contains and work with it, not against it. If you find yourself complaining, you are not accepting what is. Stress is not caused by being here but by wanting to be somewhere else. Learn to stay present and watch your life transform.”

Saving Money—

“Money in the bank gives you courage and allows you to make rational decisions. The sooner you get the savings habit and your money working for you, the better your future will become.”

A Healthy Relationship—

“To obtain the most gratifying and fulfilling relationship you can have, don’t be a doormat, keep your relationship fresh and respectful, make sure to have a life of your own, and encourage your partner to do the same.”

Career—

“If you choose a profession you’re passionate about, you’ll never have to work a day in your life, because you’ll be doing what you love to do.”

Finances—

“If you want financial peace of mind, make it a practice to live below your means.”

Realizing Your Dreams--

“Within a dream is the seed of a new reality. To make your dreams come true, they must be specific and backed by absolute commitment.”

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