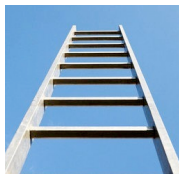


We have all seen quotation calendars. While amused flipping the pages, we often place them on our desk ...and out of mind. However, a mere :60-seconds a day, "thinking-out-of-the-box," on one isolated concept could open your day to a new idea. For example, this thought, from an anonymous source, is 100% on target: At each day's end write down the six most important things to do tomorrow; number them in order of importance, then do them!

SUCCESS means something entirely different to each of us, yet in radio, it is generally: 1) audience development, 2) increased billing. Therefore, at the start of each workday, take one-minute thinking, without interruption, about ONE of these challenging concepts. There is no special order, but I will start with a few that have carried me nicely over the years. To paraphrase your doctor ...take one each morning and call you clients.



- Success is a MINDSET; not a set-mind, *jGlass*
- Success starts with ME; My Enthusiasm, *jGlass*
- Success is a vision to an end, not an end to vision, *jGlass*
- Reinvent yourself before others label you, *jGlass*
- A ladder of success must have a goal, or you go nowhere, *jGlass*
- Success comes from; the courage to create, the confidence to commit, the cooperation to complete, *jrGlass*
- Success is how high you bounce when you hit bottom, *George Patton*
- Failure is what we see when we take our eye off the goal, *Vince Lombardi*
- The only way to discover your limits, is to go beyond them, *Anonymous*
- A successful person will lay a firm foundation with the bricks that others throw at them, *David Brinkley*
- The mind is like a parachute - it works only when it is open, *Anonymous*
- The dividing line between success and failure can be expressed in five words; I did not have time, *Franklin Field*
- Life's real failure is when you do not realize how close you were to success when you gave up, *Thomas Edison*
- Success comes from doing common things uncommonly well, *John D. Rockefeller*
- Success is not a matter of chance, but choice, *Winston Churchill*
- Success comes from doing the things others do not like to do, *E. M. Gray*
- Give me a stock clerk with a goal and I'll give you a man who will make history.  
Give me a man with no goals and I'll give you a stock clerk, *J.C. Penney*
- Most look up and admire the stars; the successful climbs a mountain and grabs one, *Anonymous*
- Success is not permanent; the same is true of failure, *Anonymous*
- Success is not finished when defeated, it is finished when quitting, *Richard Nixon*
- There's no limit to what can be achieve, if you do not care who gets the credit, *Laing Burns, Jr.*
- Choice, not circumstances, determines success, *Anonymous*
- Success does not come to those who wait, and it does not wait for anyone to come, *Anonymous*
- Success is the difference between what you've done and what you're capable of doing, *Geoffrey Gaberino*
- Success is not in where we stand, but in what direction we are moving, *Oliver Wendell Holmes*
- No one excels by simply doing what is required, *Charles Adams*
- Success is a journey, not a destination, *Ralph Arbitelle*
- Defeat never comes until you admit it, *Josephus Daniels*
- Hard work beats talent when talent does not work hard, *Tim Notke*



- Not doing more than expected is what keeps you average, *William M. Winans*
- How you spend time is more important than how you spend money; wasted time is gone forever, *David Norris*
- One of life's failures is not realizing how close to success we were when giving up, *Thomas Edison*
- Success is a willingness to do what the average person will not, *Anonymous*
- People may forget what you said, but will never forget how you made them feel, *Carol Buchner*
- Success is your dreams with work clothes on, *Anonymous*
- If you think you can, you can, if you think you can't, you're right, *Henry Ford*
- The only limit to the realization of tomorrow is the doubts of today, *Franklin D, Roosevelt*



- Good is not good where better can be achieved, *Thomas Fuller*
- Those who win are those who think they can, *Richard Bach*
- Unless you undertake more, you will never do all that he can, *Henry Drummond*

**An open “creative” mindset, and daily planning, is the best way to stay on target!**

*James R. Glass*  
McVAY MEDIA  
Alliance Advisor



**Success Comes From...**  
**The Courage to Create**  
**The Confidence to Commit**  
**The Cooperation to Complete**  
jGLASS