



LE TUE NOTE KINDLE PER:

Letters from a Self-Made Merchant to his Son (Illustrated) (English Edition)

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33 evidenziazioni

Evidenziazione (Giallo) | Pagina 1

The first thing that any education ought to give a man is character, and the second thing is education.

Evidenziazione (Giallo) | Pagina 2

When a boy's had a good mother he's got a good conscience, and when he's got a good conscience he don't need to have right and wrong labeled for him.

Evidenziazione (Giallo) | Pagina 3

Anything that trains a boy to think and to think quick pays; anything that teaches a boy to get the answer before the other fellow gets through biting the pencil, pays.

Evidenziazione (Giallo) | Pagina 4

it isn't so much knowing a whole lot, as knowing a little and how to use it that counts.

Evidenziazione (Giallo) | Pagina 5

The sooner you adjust your spending to what your earning capacity will be, the easier they will find it to live together.

Evidenziazione (Giallo) | Pagina 6

You will never make a good merchant of yourself by reversing the order in which the Lord decreed that we should proceed—learning the spending before the earning end of business.

Evidenziazione (Giallo) | Pagina 9

It's the fellow who knows enough about practice to test his theories for blow-holes that gives the world a shove ahead, and finds a fair margin of profit in shoving it.

Evidenziazione (Giallo) | Pagina 14

A fellow and his business should be bosom friends in the office and sworn enemies out of it. A clear mind is one that is swept clean of business at six o'clock every night and isn't opened up for it again until after the shutters are taken down next morning.

Evidenziazione (Giallo) | Pagina 18

in the office your sentences should be the shortest distance possible between periods. Cut out the introduction and the peroration, and stop before you get to secondly.

Evidenziazione (Giallo) | Pagina 18

Remember, too, that it's easier to look wise than to talk wisdom. Say less than the other fellow and listen more than you talk; for when a man's listening he isn't telling on himself and he's flattering the fellow who is.

Evidenziazione (Giallo) | Pagina 26

the house isn't interested in knowing how you like your boss, but in how he likes you.

Evidenziazione (Giallo) | Pagina 26

Remember that when you're in the right you can afford to keep your temper, and that when you're in the wrong you can't afford to lose it.

Evidenziazione (Giallo) | Pagina 28

when you have been in business as long as I have you will be inclined to put a pretty high value on loyalty. It is the one commodity that hasn't any market value, and it's the one that you can't pay too much for. You can trust any number of men with your money, but mighty few with your reputation. Half the men who are with the house on pay day are against it the other six.

Evidenziazione (Giallo) | Pagina 33

the easiest way in the world to make enemies is to hire friends.

Evidenziazione (Giallo) | Pagina 41

A real salesman is one-part talk and nine-parts judgment; and he uses the nine-parts of judgment to tell when to use the one-part of talk.

Evidenziazione (Giallo) | Pagina 42

Real buyers ain't interested in much besides your goods and your prices. Never run down your competitor's brand to them, and never let them run down yours. Don't get on your knees for business, but don't hold your

nose so high in the air that an order can travel under it without your seeing it. You'll meet a good many people on the road that you won't like, but the house needs their business.

Evidenziazione (Giallo) | Pagina 46

Nothing earns better interest than judicious questions, and the man who invests in more knowledge of the business than he has to have in order to hold his job has capital with which to buy a mortgage on a better one.

Evidenziazione (Giallo) | Pagina 46

when a man's in the selling end of the business what he really needs to know is the manufacturing end; and when he's in the factory he can't know too much about the trade.

Evidenziazione (Giallo) | Pagina 51

It isn't what a man knows, but what he thinks he knows that he brags about. Big talk means little knowledge.

Evidenziazione (Giallo) | Pagina 52

Tact is the knack of keeping quiet at the right time; of being so agreeable yourself that no one can be disagreeable to you; of making inferiority feel like equality. A tactful man can pull the stinger from a bee without getting stung.

Evidenziazione (Giallo) | Pagina 55

Some salesmen think that selling is like eating—to satisfy an existing appetite; but a good salesman is like a good cook—he can create an appetite when the buyer isn't hungry.

Evidenziazione (Giallo) | Pagina 56

Of course, clothes don't make the man, but they make all of him except his hands and face during business hours, and that's a pretty considerable area of the human animal.

Evidenziazione (Giallo) | Pagina 56

Appearances are deceitful, I know, but so long as they are, there's nothing like having them deceive for us instead of against us.

Evidenziazione (Giallo) | Pagina 68

A good many young fellows envy their boss because they think he makes the rules and can do as he pleases. As a matter of fact, he's the only man in the shop who can't. He's like the fellow on the tight-rope—there's plenty of scenery under him and lots of room around him, but he's got to keep his feet on the wire all the time and travel straight ahead. A clerk has just one boss to answer to—the manager. But the manager has just as many

bosses as he has clerks under him. He can make rules, but he's the only man who can't afford to break them now and then.

Evidenziazione (Giallo) | Pagina 68

Consider carefully before you say a hard word to a man, but never let a chance to say a good one go by. Praise judiciously bestowed is money invested.

Evidenziazione (Giallo) | Pagina 68

A good manager needs no detectives, and the fellow who can't read human nature can't manage it.

Evidenziazione (Giallo) | Pagina 68

Be slow to hire and quick to fire. The time to discover incompatibility of temper and curl-papers is before the marriage ceremony. But when you find that you've hired the wrong man, you can't get rid of him too quick. Pay him an extra month, but don't let him stay another day.

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Never threaten, because a threat is a promise to pay that it isn't always convenient to meet, but if you don't make it good it hurts your credit. Save a threat till you're ready to act, and then you won't need it.

Evidenziazione (Giallo) | Pagina 69

Besides keeping in touch with your office men, you want to feel your salesmen all the time. Send each of them a letter every day so that they won't forget that we are making goods for which we need orders; and insist on their sending you a line every day, whether they have anything to say or not. When a fellow has to write in six times a week to the house, he uses up his explanations mighty fast, and he's pretty apt to hustle for business to make his seventh letter interesting.

Evidenziazione (Giallo) | Pagina 72

It's easier for a boss to do a thing himself than to tell some one twice to do it. Petty details take up just as much room in a manager's head as big ideas; and the more of the first you store for him, the more warehouse room you leave him for the second.

Evidenziazione (Giallo) | Pagina 76

I want you to enjoy good society, but any society is good society where congenial men and women meet together for wholesome amusement. But I want you to keep away from people who choose play for a profession. A man's as good as he makes himself, but no man's any good because his grandfather was.

Evidenziazione (Giallo) | Pagina 86

the time to do your worrying is when a thing is all over, and that the way to do it is to leave it to the neighbors.

Evidenziazione (Giallo) | Pagina 97

With most people happiness is something that is always just a day off. But I have made it a rule never to put off being happy till to-morrow. Don't accept notes for happiness, because you'll find that when they're due they're never paid, but just renewed for another thirty days.
