

## **Notes**

**Become an Icon.**

**Treat everyone as important.**

**A few daily disciplines make an accumulated difference.**

**Remember, that your real wealth can be measured not by what you have, but by what you are.**

**Success is largely a matter of tactful and harmonious negotiation with other people.**

**Be thankful for what you already have.**

**Have something good to say.**

**Be a student of style. The final style should be “your style.”**

**Don’t be afraid to say it. – don’t only act and never talk.**

**Read your audience, read the effect you are having.**

**Get feedback, observe body language and other cues.**

**Humility is more effective than arrogance.**

**Most decisions are made on emotion. Make yours on facts.**

**Attack the problem but not the person. ( leave a person's dignity intact).**

**When something is going wrong look at yourself and not the environment.**

**To be successful, do ordinary things extraordinarily well.**

**Learn from the past. Borrow from the future. Execute in the present.**

**Leave people with a with a solution.**

**Learn the success stories of your trade.**

**Borrow things well said.**

**Stake your existence on your purpose.**

**Service to many is the key to greatness**

**The test for future fortune comes when the amounts are small.**

**Discipline is the Bridge between hope and reality.**

**Make rest a necessity , not an objective.**

**Make measurable progress in reasonable time. Invest, Grow, Change.**

**Live well despite your circumstances.**

**Don't deal with should and shouldn't , deal with reality.**

**Learn to be conscious of self but not self-conscious.**

**Don't be afraid of the other side of the argument.**

**Make the outer self a mirror of the inner self.**

**We have the ability to make something exist that doesn't yet exist. It's called "mind's eye."**

**Stretch the mind with new skills.**

**Don't get through a book, get from it.**

**Luck is the residue of design.**

**We must feel the pain of discipline or we will feel the pain of regret.**

**Wealth = acceleration of skill and restraint of appetite.**

**Everybody must pay – that's where the dignity lies.**

**Poor people spend their money and invest what's left.**

**Rich people invest their money and spend what's left.**

**Doing less the you can erodes self-confidence.**

**It's ok to have "casual friends" but don't give them "serious time"**

**Give 20% of the people 80% of your time. And give 80% of the people 20% percent of your time. Spend individual time with the 20% and spend group time with the 80%**

**Never mistake the power of influence!!!**

**Learn to say no.**

**Beware of the television.**

**Think on paper.**

**The frog and the scorpion = understand the essence of those that would destroy you.....because it their nature to destroy you.**

**Idealism doesn't go unpunished.**

**Learn to be a good listener**

**Be discreet – don't say anything to anyone that you don't want known be everyone.**

**The most important personal asset in business, is humor.**

**Timing..... is one of the big keys to success. Be in the right place at the right time. (as if you could control that). You can take advantage of the bad timing of others though.**

**Silence is what keeps you from saying more than you need to , and makes the other person want to say more than they need to.**

**Don't position yourself above or below your market.**

**My idea was always to make a promo package that was so attractive, the Artistic Operations Manager, the one who really helps control the repertoire and soloists with an orchestra, was so beautiful that they would hesitate to throw it away (and they get a lot of promo packages).**

**.....Mike Vaccaro**

