

## COMMON SENSE TALK



“What is critical to the customer’s success? Learning the answer to that question and then learning how to provide the solution is the only focus we need.”

*Jack Welch*

“We benchmark every day.”

*Lawrence A. Bossidy*

“No company can change any faster than it can change the hearts and minds of its people, and the people who change fastest and best are those who have no choice.”

*Robert Frey*

“The best executive is the one who has sense enough to pick good men to do what he wants done, and self-restraint enough to keep from meddling with them while they do it.”

*Theodore Roosevelt*

“First learn the meaning of what you say, and then only speak.”

*Epictetus*

“Opportunity is missed by most people because it is dressed in overalls and looks like work.”

*Thomas Edison*

“You can look at product innovation, operational excellence, everything. But the real competitive advantage comes down to people and earning their trust every day.”

*Bill Hamman*

“The strongest principle of growth lies in human choice.”

*Mary Ann Evans*

“In a lot of people’s minds, making the complex clear means you just dump information on everybody. That simply adds to the confusion.”

*Nigel Holmes*

“As I reflect back on all the breakthroughs I’ve seen, one thing was always present — unbelievable clarity.”

*Mike O’ Brien*