

BREAKTHROUGH
POWER
FOR LEADERS

A Daily Guide to an Extraordinary Life



DAVID YOUNG

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Wind Runner Press
Round Rock, Texas

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Dedication

To the memory of my father and mother, Dayton and Mina, who taught me the value of hard work. And to my wife, Christina, who showed me the power of love.

Introduction

Walt Disney said, “It’s kind of fun to do the impossible.” He must have had a lot of fun, then. How did he and others like him accomplish so much? *Breakthrough Power for Leaders* shares their secrets. For each day of the year, it provides four great quotes, usually from leaders known for their outstanding accomplishments. Their insights are based on years of experience. You can read all four quotes in one minute, so you can squeeze them in before you start your breakthrough day.

The first quote is humorous, which will put you in a good mood, ready to face life’s challenges. The second one will help you focus on the important things in life, such as developing integrity, building a strong family, making a difference in the lives of others, enjoying simple pleasures and finding time for renewal, all critical to laying an unshakeable foundation. The third quote will help you overcome the weaknesses and seemingly impossible circumstances that have held you back. And the fourth one will help you seize the summits. These will encourage you to dream big, set goals, develop effective plans of action, follow through with superior work and persevere, even after setbacks or failures. In short, *Breakthrough Power for Leaders* will help you

leave a legacy of greatness and enjoy the journey along the way.

“I claim to be no more than an average man with below average capabilities,” said Mahatma Gandhi. “I have not the shadow of a doubt that any man or woman can achieve what I have if he or she would put forth the same effort and cultivate the same hope and faith.” So, yes, you too can be a great leader.

Start with a smile

My job is to talk to you, and your job is to listen. If you finish first, please let me know.

— *Harry Herschfield*

Focus on what's important

The right thing to do never requires any subterfuge; it is always simple and direct.

— *Calvin Coolidge*

Break the barriers

The illiterate of the 21st century will not be those who cannot read and write, but those who cannot learn, unlearn and relearn.

— *Alvin Toffler*

Seize the summits

Inventors and men of genius have almost always been regarded as fools at the beginning of their careers.

— *Fyodor Dostoevsky*

❧ *January 2*

Start with a smile

The man who says he is willing to meet you halfway is usually a poor judge of distance.

— *Anonymous*

Focus on what's important

Few people do business well who do nothing else.

— *Lord Chesterfield*

Break the barriers

The only big companies that succeed will be those that obsolete their own products before somebody else does.

— *Bill Gates*

Seize the summits

Back in 1989 Dell made a massive mistake relating to inventory, and now we're regarded as the best in our industry in inventory. The answer is not having a brilliant conception of all the best ideas before you start a business, but rather learning from your mistakes and not repeating them – and making sure those lessons are passed along as the organization continues to grow.

— *Michael Dell*

Start with a smile

There cannot be a crisis next week. My schedule is already full.

— *Henry Kissinger*

Focus on what's important

I have friends in overalls whose friendship I would not swap for the favor of the kings of the world.

— *Thomas Edison*

Break the barriers

When I am getting ready to reason with a man I spend one-third of my time thinking about myself and what I am going to say, and two-thirds thinking about him and what he is going to say.

— *Abraham Lincoln*

Seize the summits

Though I am always in haste, I am never in a hurry because I never undertake more work than I can go through with calmness of spirit.

— *John Wesley*

❧ *January 4*

Start with a smile

I have left orders to be awakened at any time in case of national emergency, even if I'm in a cabinet meeting.

— *Ronald Reagan*

Focus on what's important

The greatest good you can do for another is not just to share your riches, but to reveal to him his own.

— *Benjamin Disraeli*

Break the barriers

Do you see a man skilled in his work? He will serve before kings; he will not serve before obscure men.

— *Proverbs 22:29*

Seize the summits

Somehow over the years folks have gotten the impression that Wal-Mart was just this great idea that turned into an over-night success. But our first Wal-Mart store was totally an outgrowth of everything we'd been doing since 1945 – another case of me being unable to leave well enough alone, another experiment. And like most over-night successes, it was about twenty years in the making.

— *Sam Walton*

Start with a smile

A consultant is someone you pay a hundred dollars an hour to give you the same advice you ignore from your assistant.

— Robert Orben

Focus on what's important

I would rather go out of politics feeling that I had done what was right than stay in with the approval of all men, knowing in my heart that I had acted as I ought not to.

— Theodore Roosevelt

Break the barriers

The most compelling argument for being generous with praise is that it will help you hang on to talented people when your money can't.

— Mark McCormack

Seize the summits

If you have been seeing things that are not there, it could be that you are not hallucinating but are a person pregnant with a miracle and about to do the impossible.

— T.D. Jakes

❧ *January 6*

Start with a smile

A committee is a cul-de-sac down which ideas are lured and then quietly strangled.

— *Hilaire Belloc*

Focus on what's important

The men who have guided the destiny of the United States have found the strength for their tasks by going to their knees.

— *Lyndon B. Johnson*

Break the barriers

The best orator is one who can make men see with their ears.

— *Arabic proverb*

Seize the summits

It's easy to come up with new ideas; the hard part is letting go of what worked for you two years ago, but will soon be out-of-date.

— *Roger von Oech*

Start with a smile

Genius is born, not paid.

— *Oscar Wilde*

Focus on what's important

A leader is like a battalion commander who isn't content to read the menus but insists on going into the mess hall to taste the food himself. Not only does he know more about what's being fed to his subordinates, but he's considered a better leader by his troops.

— *Peter Drucker*

Break the barriers

Sometimes adverse circumstances are testing devices, providing means by which you may be promoted from a given task to a greater one.

— *Napoleon Hill*

Seize the summits

When you're wrong, admit it. Many people feel it diminishes them to say, "I was wrong." The truth is we increase our stature when we are big enough to admit mistakes. Leaders who can honestly admit they were wrong are the most respected and admired leaders of all.

— *Pat Williams*

❧ *January 8*

Start with a smile

Politics ain't worrying this country one-tenth as much as finding a parking space.

— *Will Rogers*

Focus on what's important

Money often costs too much.

— *Ralph Waldo Emerson*

Break the barriers

Pardon one offense, and you encourage the commission of many.

— *Robert Townsend*

Seize the summits

Quality is our best assurance of customer allegiance, our strongest defense against foreign competition and the only path to sustained growth and earnings.

— *Jack Welch*

Start with a smile

The person who agrees with everything you say either isn't listening to you or plans to sell you something.

— *Bud Holiday*

Focus on what's important

People don't buy because they are made to understand; they buy because they feel understood.

— *Anonymous*

Break the barriers

Find the essence of each situation, like a logger clearing a log jam. The pro climbs a tall tree and locates the key log, blows it and lets the stream do the rest. An amateur would start at the edge of the jam and move all the logs, eventually moving the key log. Both approaches work, but the *essence* concept saves time and effort. Almost all problems have a *key* log if we learn to find it.

— *Fred Smith*

Seize the summits

Learn to delegate responsibility. Transferring responsibility to other skilled and trained people enables you to devote your energy to other high-leverage activities. Delegation means growth, both for individuals and organizations.

— *Stephen Covey*

❧ *January 10*

Start with a smile

One executive had an office so large it could sleep ten, which made it perfect for staff meetings.

— *Gene Perret*

Focus on what's important

Cultivate a grateful heart, and you will see blessings where others see curses. You will also likely have better mental health than most and will enjoy life more.

— *M. Scott Peck*

Break the barriers

The best minute I spend is the one I invest in people.

— *Kenneth Blanchard and Spencer Johnson*

Seize the summits

IBM was a leader in mainframes in the 1950s. Then Digital became the leader of the minicomputer revolution in the 1960s. The PC era launched new names – Dell, Compaq and Microsoft. In each case the leader of one phase failed to dominate the next phase.

— *Michael Bloomberg*

Start with a smile

A bad reference is as hard to find as a good employee.
— *Robert Half*

Focus on what's important

If there is any one secret of success, it lies in the ability to get the other person's point of view and see things from his angle as well as your own.
— *Henry Ford*

Break the barriers

This report, by its very length, defends itself against the risk of being read.
— *Sir Winston Churchill*

Seize the summits

One only gets to the top rung of the ladder by steadily climbing up one at a time, and suddenly all sorts of powers, all sorts of abilities which you thought never belonged to you – suddenly become within your possibility.
— *Margaret Thatcher*

❧ *January 12*

Start with a smile

If you don't know one of these new fellas, just call him Mr. Chairman and you're safe.

— *Morris Udall, on all the congressional committees and subcommittees that have been created over the years*

Focus on what's important

A great man shows his greatness by the way he treats little men.

— *Thomas Carlyle*

Break the barriers

Whether one has a natural talent or not, any learning period requires the willingness to suffer uncertainty and embarrassment.

— *Gail Sheehy*

Seize the summits

Once you have sold a customer, make sure he is satisfied with your goods. Stay with him until the goods are used up or worn out. Your product may be of such long life that you will never sell him again, but he will sell you and your product to his friends.

— *William Feather*

Start with a smile

Wall Street is the only place that people ride to in a Rolls Royce to get advice from those who take the subway.

— *Warren Buffett*

Focus on what's important

True leadership must be for the benefit of the followers, not the enrichment of the leaders.

— *Robert Townsend*

Break the barriers

Don't fight a battle if you don't gain anything by winning.

— *General George Patton*

Seize the summits

If I am to speak for ten minutes, I need a week for preparation; if fifteen minutes, three days; if half an hour, two days; if an hour, I am ready now.

— *Woodrow Wilson*

❧ *January 14*

Start with a smile

There are three kinds of economist: those who can count and those who can't.

— *Eddie George*

Focus on what's important

The worker deserves his wages.

— *Luke 10:7*

Break the barriers

One of the common misconceptions regarding great leaders is that they are instantaneous decision makers. In fact, it is often a mistake to charge into action as soon as you finish gathering information. Take the time to reflect and test the validity of what you have heard. Deliberative, thoughtful action is a mark of wisdom.

— *Blythe McGarvie*

Seize the summits

Every great and commanding moment in the annals of history is a triumph of someone's enthusiasm.

— *Ralph Waldo Emerson*

Start with a smile

When a man comes to me for advice, I find out the kind of advice he wants, and give it to him.

— *Josh Billings*

Focus on what's important

I never ask my players to do more than I am willing to do. My own preparation for every game has to be exemplary. I am dedicated to success and will do whatever it takes to achieve it. I am generally the last one off the practice field.

— *Don Shula*

Break the barriers

The person who heads a company should realize that his people have their own dreams, their own need for self-fulfillment. He has to help fill their needs as much as they do his.

— *Harold Geneen*

Seize the summits

Genius is little more than thinking in an unhabitual way.

— *William James*

❧ *January 16*

Start with a smile

Talk is cheap – except when Congress does it.

— *Cullen Hightower*

Focus on what's important

Leaders have the courage to hold fast to their principles when expediency seems to demand otherwise.

— *Walter Cronkite*

Break the barriers

Under budgetary pressure (arbitrary or not) it is truly remarkable how many options one discovers one can do without.

— *James Schlesinger*

Seize the summits

Individuals who are repeatedly persuasive in meetings are rarely those who come armed with prepared speeches. Rather, they are individuals who can see other points of view and create compromises or new solutions, who can hold their views in suspension while permitting themselves to remain a part of the process – then intervene at the right point to guide the discussion to shore.

— *Richard Pascale and Anthony Athos*

January 17 ❧

Start with a smile

Economics: The science of telling you things you've known all your life, but in a language you can't understand.

— *Dick Armey*

Focus on what's important

If you get a reputation for being honest, you have 95 percent of the competition already beat.

— *John Kenneth Galbraith*

Break the barriers

Keep fit. Physical fitness is an essential part of the best-run companies – and that includes CEOs.

— *T. Boone Pickens*

Seize the summits

People want to work on big ideas that matter to them and make a difference. When they do, they find gold.

— *Howard Behar*

❧ January 18

Start with a smile

There are many methods for predicting the future. For example, you can read horoscopes, tea leaves, tarot cards or crystal balls. Collectively, these methods are known as *nutty methods*. Or you can put well-researched facts into sophisticated computer models, more commonly referred to as a *complete waste of time*.

— Scott Adams

Focus on what's important

I admire people with gentle manners who treat other people as human beings.

— David Ogilvy

Break the barriers

Hope always provides options, always provides some glimmer of “Yes, we can do it.” That’s what leaders have to communicate and embody and express in action.

— Warren Bennis

Seize the summits

Obviously, you’re responsible for gathering as many relevant facts and projections as you possibly can. But at some point you’ve got to take that leap of faith. First, because even the right decision is wrong if it’s made too late. Second, because in most cases there’s no such thing as certainty.

— Lee Iacocca

Start with a smile

If only God would give me some clear sign. Like making a large deposit in my name in a Swiss bank.
— Wendy Allen

Focus on what's important

A man should never neglect his family for business.
— Walt Disney

Break the barriers

Look people in the eye and smile. Your message goes where your voice goes, and your voice goes where your eyes send it. Eye contact validates the person and engenders trust. Smiling makes you appear happy and confident.

— Nicholas Boothman

Seize the summits

The reasonable man adapts himself to the world; the unreasonable one persists in trying to adapt the world to himself. Therefore all progress depends on the unreasonable man.

— George Bernard Shaw

❧ *January 20*

Start with a smile

Orator: An unpopular wind instrument.

— *Anonymous*

Focus on what's important

When your organization operates like a strong family, you can't be knocked out by one punch.

— *Mike Krzyzewski*

Break the barriers

The strength of a group is in the strength of the leader. Many mornings when I am worried or depressed, I have to give myself what is almost a pep talk, because I am not going before that ball club without being able to exude assurance. I must be the first believer, because there is no way you can hoodwink the players.

— *Vince Lombardi*

Seize the summits

An overarching goal helps keep the leader and members focused on the large issues. Managers can easily be swamped by the day-to-day minutiae of procedures, rules, deadlines and other annoyances and lose sight of the department's reason for existence, but continued reference to the goal guards against tunnel vision.

— *David Bradford and Allan Cohen*

Start with a smile

They are the only friends I have who never pester me with their advice.

— *Andrew Jackson, on some ten-year-olds*

Focus on what's important

A leader who keeps his ear to the ground allows his rear end to become a target.

— *Angie Papadakis*

Break the barriers

You can judge a leader by the size of the problem he tackles – people nearly always pick a problem their own size, and ignore or leave others the bigger or smaller ones.

— *Sir Anthony Jay*

Seize the summits

Victory belongs to the most persevering.

— *Napoléon Bonaparte*

❧ *January 22*

Start with a smile

Whenever man comes up with a better mousetrap, nature immediately comes up with a better mouse.

— *James Carswell*

Focus on what's important

Better to be occasionally cheated than perpetually suspicious.

— *B.C. Forbes*

Break the barriers

I claim to be no more than an average man with below average capabilities. I have not the shadow of a doubt that any man or woman can achieve what I have if he or she would put forth the same effort and cultivate the same hope and faith.

— *Mahatma Gandhi*

Seize the summits

Often an idea would occur to me which seemed to have force. I never let one of those ideas escape me, but wrote it on a scrap of paper and put it in that drawer. In that way I saved my best thoughts on the subject, and, you know, such things often come in a kind of intuitive way more clearly than if one were to sit down and deliberately reason them out.

— *Abraham Lincoln*

Start with a smile

One bank recently went through a major reorganization. They discovered they had more vice presidents than depositors.

— Gene Perret

Focus on what's important

As a coach I never believed in working into the wee hours of the night. I personally functioned and thought more clearly when I was well rested, and I think a coaching staff does too. I've heard some professional coaches brag about working eighteen to twenty hours a day, sleeping on cots in their office and I've always wondered just how much they really accomplish during all those hours.

— Paul Brown

Break the barriers

Make a list of at least three things that are unique about you, your services and/or your products. Communicate these more frequently, and your value will go up. So will your sales.

— Brian Koslow

Seize the summits

The better a man is, the more mistakes he will make, for the more new things he will try. I would never promote into a top-level job a man who was not making mistakes, otherwise he is sure to be mediocre.

— Peter Drucker

❧ *January 24*

Start with a smile

Torture the data long enough and they will confess to anything.

— *Anonymous*

Focus on what's important

The man who has the idea of service in his business will never need to worry about profits. The money is bound to come. This idea of service in business is the biggest guarantee of success that any man can have.

— *Henry Ford*

Break the barriers

A sense of humor is part of the art of leadership, of getting along with people, of getting things done.

— *Dwight D. Eisenhower*

Seize the summits

Never corner an opponent, and always assist him to save his face. Put yourself in his shoes – so as to see things through his eyes.

— *Sir Basil Hart*

Start with a smile

If you can't convince them, confuse them.

— Harry S. Truman

Focus on what's important

Businesses focus too much on *productivity* and too little on fun. I've made more money by having fun than I have not having fun.

— Dave Thomas

Break the barriers

An outsider's point of view can be especially useful when you're tangled up in a problem that's obscured by a lack of clear facts. A fresh set of eyes distanced from the day-to-day reality can often provide an objective perspective.

— Michael Dell

Seize the summits

A temporary tolerance of mediocre performance leads to a permanent acceptance of poor performance.

— J.B. Fuqua

❧ January 26

Start with a smile

The best incentive in business is the sound of the boss's footsteps.

— *Anonymous*

Focus on what's important

Surplus wealth is a sacred trust which its possessor is bound to administer in his lifetime for the good of the community.

— *Andrew Carnegie*

Break the barriers

It is said of Caesar that he never lacked a pleasant word for his soldiers. He remembered the face of anyone who had done a gallant deed and, when not in the presence of the enemy, joined his men in soldier games. Such little human acts as these inspired his legionnaires with the devotion which went so far to account for his success as a great captain.

— *General Maxwell Taylor*

Seize the summits

Notice that the most interesting and successful people have acquired the habit of talking about what they are for rather than what they are against. Their optimism pulls and propels them forward. They lean into life rather than away from it.

— *Bob Moawad*

Start with a smile

Diplomacy is the art of letting someone else have your way.

— *David Frost*

Focus on what's important

Bureaucracy strangles. Informality liberates. Informality isn't about first names, unassigned parking spaces or casual clothing. It's so much deeper. It's about making sure everybody counts – and everybody knows they count.

— *Jack Welch*

Break the barriers

There is too much speaking in the world and almost all of it is too long. The Lord's Prayer, the Twenty-Third Psalm, Lincoln's Gettysburg Address are three great literary treasures that will last forever, not one of them is as long as 300 words. With such striking illustrations of the power of brevity it is amazing that speakers never learn to be brief.

— *Bruce Barton*

Seize the summits

To believe in something not yet proved and to underwrite it with our lives: it is the only way we can keep the future open. Man, surrounded by facts, permitting himself no surprise, no intuitive flash, no great hypothesis, no risk, is in a locked cell.

— *Lillian Smith*

❧ *January 28*

Start with a smile

Research means they are looking for the guy who lost the file.

— *Leonard Levinson*

Focus on what's important

From success you get a lot of things, but not that great inside thing that love brings you.

— *Samuel Goldwyn*

Break the barriers

A boss's critical comments are much more potent and effective if he or she has laid down a foundation of sincere praise. People who accept the nice things you say about them tend to be more receptive when your comments are not so nice.

— *Mark McCormack*

Seize the summits

What gets measured gets done; what gets rewarded gets done repeatedly.

— *Barcy Fix*

Start with a smile

You know you're out of power when your limousine is yellow and your driver speaks Farsi.

— James Baker

Focus on what's important

There is no such thing as a minor lapse of integrity.

— Tom Peters

Break the barriers

I am grateful for all my problems. I became stronger and more able to meet those that were still to come.

— J.C. Penney

Seize the summits

Not every idea is a good one, and some are downright lousy. To improve your ideas, ruthlessly seek out criticism. If you can't bear to hear that your baby's ugly, you won't be a successful innovator.

— Dave Clarke

❧ *January 30*

Start with a smile

Editor: A person employed on a newspaper whose business is to separate the wheat from the chaff and see that the chaff is printed.

— *Elbert Hubbard*

Focus on what's important

There is no right way to do a wrong thing.

— *Kenneth Blanchard and Norman Vincent Peale*

Break the barriers

Your main job is to create the process for effective problem-solving, not to solve the problem yourself.

— *Robert Waterman, Jr.*

Seize the summits

To be creative in our organizations, we must be able to say and do things we haven't thought all the way through, and don't know about; things that might look like mistakes and might be mistakes. Nothing creative is done when people are fearful of being accused of being wrong or making a mistake.

— *Robert Townsend*

Start with a smile

Expert: One who knows all the answers, if you ask the right questions.

— *Anonymous*

Focus on what's important

Our desires always increase with our possessions; the knowledge that something remains yet unenjoyed, impairs our enjoyment of the good before us.

— *Samuel Johnson*

Break the barriers

If you want employees to improve, let them overhear the nice things you say about them to others.

— *Haim Ginott*

Seize the summits

I have let go of a success to build an expanding future.

— *Conrad Hilton*

Dear Friend,

I hope you enjoyed the first 31 days of *Breakthrough Power for Leaders*. If you'd like to read all 366 days, you can order either the paperback, the Kindle or the Nook edition at InsightsOnSuccess.com.

— David Young

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About the Author



David Young is a policy advisor to the governor of Texas. He received his Bachelor of Science in Business Administration degree, Summa Cum Laude, from the University of Arkansas and his Master of Business Administration degree from The University of Texas at Austin.

David grew up in Fort Smith, Arkansas. Both of his grandfathers were born before the Civil War. He and his wife, Christina, live in Round Rock, Texas. David has traveled extensively throughout the United States, Canada and Europe, and has visited South America, Asia and the Middle East.

Also by David Young

Breakthrough Power

Breakthrough Power for Mothers

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Great Funny Quotes

Rebound Strong

“It’s kind of fun to do the impossible.”

— Walt Disney

Walt must have had a lot of fun, then. How did he and others like him accomplish so much? *Breakthrough Power for Leaders* shares their secrets. Inside, leaders known for their outstanding accomplishments will help you:

- Build an unshakeable foundation
- Pursue and fulfill your dreams
- Impact others
- Improve your relationships
- Find time for renewal

Plus, you’ll start each day with a humorous quote that will put you in a good mood, ready to face life’s challenges. Each day’s reading will take less than a minute, so you can squeeze it in before you start your breakthrough day.

“I claim to be no more than an average man with below average capabilities,” said Mahatma Gandhi. “I have not the shadow of a doubt that any man or woman can achieve what I have if he or she would put forth the same effort and cultivate the same hope and faith.” So, yes, you too can be a great leader.

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