



Inspire with Quotes

A quick way to up your inspirational game is to keep a few motivational quotes at the ready. They can help you segue into telling a motivational story, or they might tell enough of a story on their own to give your direct reports a quick pick-me-up.

Here are a few suggestions, including when to use them.

Situation	Say this
Your direct report has been working really hard on a project and is frustrated because it's not done yet.	<ul style="list-style-type: none">• "Be patient. Good things take time."• "A river cuts through rock not because of its power, but because of its persistence."
Your direct report has hit a wall on a project and needs creative inspiration.	<ul style="list-style-type: none">• "We cannot solve our problems with the same thinking we used when we created them." (Albert Einstein)• "If you always do what you've always done, you'll always get what you've always got." (Henry Ford)
Your direct report presented for a client, and it didn't go as well as it could have.	<ul style="list-style-type: none">• "Sometimes you win. Sometimes you learn."
Your direct report was working at full speed on a project, but the business needs changed and the project was canceled.	<ul style="list-style-type: none">• "Life is 10 percent what happens to us and 90 percent how we react to it."
Your direct report has submitted several versions of a report and it keeps getting rejected or sent back with changes.	<ul style="list-style-type: none">• "The most certain way to succeed is always to try just one more time." (Thomas Edison)

Keep in mind that the quotes are just a place to start. For example, if you say, "The most certain way to succeed is always to try just one more time," follow up with a real-life example of when this was true.

Try saying: "Did you know that it took Thomas Edison a thousand tries to invent the lightbulb? It's true. If he hadn't tried that one last time, we might all still be in the dark."