

## Michael Kelly's Quotes spoken in workshops

**I don't believe others intimidate us.** I believe we allow ourselves to be intimidated through self-limiting beliefs and lack of self-worth. My experience in board rooms is that there is present the same insecurities, emotionalism, turf battles, uncertainties and poor judgement that exists in the factory floor or in the sales force

They are just playing with higher amounts of money (that's not their own).  
Titles and position do not create character, only business cards.

I've met professors so bigoted that they are pathetic, and CEOs so vacillating that I want to shout, "DECIDE!"

Generally, the more initials after one's name, the more suspicious I get.

We are all individuals of worth and value to others if we choose to be, and once we act that way we can stand toe-to-toe with anyone.

In fact, that often that's the only position from which we can be of real help.

**A rising tide** lifts all ships

**The skilful management** of attention is the sine aua non of the good life and the key to improving virtually every aspect of your experience.

**You never get a second** to listen to someone the first time.

**Radiate warmth** and acceptance and calm enthusiasm. When we radiate warmth and acceptance conversations just seems to flow. When we enter a room with a level of calm and a level of enthusiasm we attract people to us.

**Rushing is junior.** 'Owning time is senior'

**Seniority is signalled** by response time.

You never get a second chance to listen to someone the first time.

**Energy comes in two flavours**, positive and negative. During any interaction each person transmits energy that effects the dynamics of the relationship (from 'The 11 laws of likeability).

**Nonverbal cues are the traffic cops** of communication. They tell us when to initiate an interaction, terminate one, or continue one.

**The key in a restaurant** and the key in any kind of high-pressure situation, I think, is that 75% of success is staying calm and not losing your nerve. (Top chef)

**The rest you figure out**, but once you lose your calm, everything else starts falling apart.

**Never be bullied into silence.** Never allow yourself to be made a victim. Accept no one's definition of your life. Define yourself. R frost

**It is a great error** to take oneself for more than one is worth, or for less than one is worth.

**The boardroom table is a non-verbal** battlefield. Define your space with your accessories and then occupy that space.

**Pity the leader** caught between unloving critics and uncritical lovers.

**Kites rise highest** against the wind, not with it.

**If you don't believe** in the messenger, you won't believe the message.

**To be on the cutting edge** you need an edge to cut with. That edge is your belief in yourself – sharp and ready to go.

**We are what we pretend** to be so we must be careful what we pretend to be.

**Most leaders under-communicate** their vision by a factor of 10.

**Practice put brains** in your muscles.

**I want to stay as close** to the edge without going over. At the edge you can see all kinds of things you can't see from the centre.

**Up until age 25** I worked hard on my job and made a living. From age 25 I worked harder on myself and made a fortune

**Success isn't what you pursue.** It's what you attract by the person you become.

**If you change** everything will change for you. If you don't change your next five years will be the same as your last five years.

**There is a road** from the eye to the heart that doesn't go through the intellect.

**We convince** by our presence.

**Every action** you take is a vote for the type of person you wish to become. No single instance will transform your beliefs, but as the votes build up, so does the evidence of your identity. This is why habits are crucial. They cast repeated votes for being a certain type of person.

**Even in a world** that's being shipwrecked, remain brave and strong.

**Complete the task** in front of you with as much excellence and elegance you can bring to it.