

# Lift Me<sup>®</sup>

From the author of  
'UP! Your Service'



## Words of Wisdom



---

RON KAUFMAN



**Words of  
Wisdom**

Copyright © 2005 by Ron Kaufman  
All rights reserved. The moral right of the author has been asserted.

Published by Ron Kaufman Pte Ltd. - 10 9 8 7 6 5 4 3 2 1

Lift Me Up! - Words of Wisdom  
ISBN 981-05-2932-5 - 136 pages.

- |               |                |          |
|---------------|----------------|----------|
| 1. Philosophy | 2. Quotations  |          |
| 3. Self-Help  | 4. Ron Kaufman | 5. Title |

Cover and page layout by The Bonsey Design Partnership.  
Cover illustrations by Ngu Hie Ling.  
Set in Times and Arial fonts. Printed in Singapore.

Every effort has been made to credit the original author and make full acknowledgement of the source for each quotation in this text. However, if you know of any instance where the quotation or citation could be more accurate, please send a message to [Ron@RonKaufman.com](mailto:Ron@RonKaufman.com). Any corrections will gladly be included in future editions. Thank you.

Below each attributed quotation are **quips, quotes and anecdotes in bold text**. These additional notes are by Ron Kaufman (1956 – ), who should be cited as the author in all future works.

*Ron Kaufman, Lift Me Up!, Pick Me Up!, UP Your Service!*, and a balloon with the word 'UP' are registered trademarks of Ron Kaufman Pte Ltd.

All rights reserved. No part of this book may be reproduced, stored, archived or transmitted in any form by mechanical or electronic means including information storage and retrieval systems without permission in writing from the publisher, except for the quotation of brief passages in book reviews.

# Contents

**Everyday wisdom** 4

**Profound wisdom** 39

**Insightful wisdom** 80

**Acquiring wisdom** 99

## Everyday wisdom



1

Faith in oneself is the  
best and safest course.

Michelangelo

Dream lofty dreams,  
and as you dream, so  
shall you become.

James Allen

**You are the person  
living this life.  
Believe in yourself.**

**Know where you are  
going and the road will  
appear.**

Thought is the original source of all wealth, all success, all material gain, all great discoveries and inventions, and of all achievement.

Claude Bristol

**Creative thinking is the source of a creative life.**

Big thinking precedes great achievement.

Wilfred Peterson

**You want to achieve big things tomorrow? Think big thoughts today!**

A man is what he thinks about all day long.

Ralph Waldo Emerson

**What do you keep thinking about? That's you!**

Every thought is a seed. If you plant crab apples, don't count on harvesting golden delicious.

Bill Meyer

**Choose healthy thoughts if you want a healthy harvest.**

No problem can stand the assault of sustained thinking.

Voltaire

**Catch a problem by the neck and think it to resolution.**

The greatest weapon against stress is our ability to choose one thought over another.

William James

**Q) What's the greatest stress reliever?**  
**A) Choose relaxing and positive thoughts.**

Dissatisfaction and discouragement are not caused by the absence of things but by the absence of vision.

Anonymous

**To get from where you are to where you'd rather be, you need a clear idea of where you're going.**

If you can't sleep, then get up and do something instead of lying there worrying. It's the worry that gets you, not the lack of sleep.

Dale Carnegie

**Action is the only antidote to worry.**

Worrying is like a rocking chair, it gives you something to do, but it doesn't get you anywhere.

Ram Dass

**Worry doesn't change the facts. Action does.**

The palest ink is better than the best memory.

Chinese proverb

**Writing down your goals is a big step toward their achievement.**

Before you speak, listen. Before you write, think. Before you spend, earn. Before you invest, investigate. Before you criticize, wait. Before you pray, forgive. Before you quit, try. Before you retire, save. Before you die, give.

William Ward

**Before you turn the page, read this one again.**

People, like nails, lose their effectiveness when they begin to bend.

Walter Landon

**Stay focused on your goals and visions.**

People don't ask for facts in making up their minds. They would rather have one good, soul-satisfying emotion than a dozen facts.

Robert Leavitt

**Sell the feeling.  
Sell the sizzle.  
Sell the dream.**

Great people talk about ideas; average people talk about events; small people talk about other people.

Anonymous

**What do you talk about?**

When thought becomes excessively painful, action is the finest remedy.

Salman Rushdie

**Thinking too hard?  
Work harder.**

Your heart often knows things before your mind does.

Polly Adler

**Your feelings are as important as your insights.**



Once we realize that imperfect understanding is the human condition there is no shame in being wrong, only in failing to correct our mistakes.

George Soros

**The biggest mistake is not to learn from your mistakes.**

A desk is a dangerous place from which to view the world.

John le Carré

**Get up, get out, walk around.**

An intelligence test sometimes shows a person how smart he would have been not to take it.

Laurence Peter

**If you score well, that's smart. If you don't, be smart and forget it.**

If I have been of service, if I have glimpsed more of the nature and essence of ultimate good, if I am inspired to reach wider horizons of thought and action, if I am at peace with myself, it has been a successful day.

Alex Noble

**Before you sleep, ask yourself, 'How was today a successful day?'**

Besides the noble art of getting things done, there is the noble art of leaving things undone. The wisdom of life consists in the elimination of non-essentials.

Lin Yutang

**If you are not sure what to do about something, ask yourself, 'What will happen if I do nothing about it?'**

An idealist believes the short run doesn't count. A cynic believes the long run doesn't matter. A realist believes that what is done or left undone in the short run determines the long run.

Sydney Harris

**What you do today will determine your tomorrow.**

There is no use worrying about things over which you have no control, and if you have control, you can do something about them instead of worrying.

Stanley Allyn

**Convert your anxiety into action.**

You can tell whether a person is clever by his answers. You can tell whether a person is wise by his questions.

Mahfouz Naguib

**Listen to questions – yours and others'. The best questions give the most insight and value.**

Hard work spotlights the character of people: some turn up their sleeves, some turn up their noses, and some don't turn up at all.

Sam Ewing

**Free character test:  
invitation to work hard.**

Laziness may appear attractive, but work gives satisfaction.

Anne Frank

**Work focuses the  
worker and produces  
the results.**

Going to work for a large company is like getting on a train. Are you going sixty miles an hour or is the train going sixty miles an hour and you're just sitting still?

J. Paul Getty

**Passengers sit still and  
watch the world go by.  
Leaders decide where  
the train is going.**

The ultimate value of life depends upon awareness and the power of contemplation rather than mere survival.

Aristotle

**Reflecting upon  
life deepens your  
appreciation of life.**

Men of genius are admired, men of wealth are envied, men of power are feared; but only men of character are trusted.

Alfred Adler

**Be worthy of their trust.**

20

It is only imperfection that complains of what is imperfect. The more perfect we are the more gentle and quiet we become towards the defects of others.

Joseph Addison

**The less you focus on others' flaws, the more they see your beauty.**

The happiness of your life depends upon the quality of your thoughts: therefore, guard accordingly, and take care that you entertain only notions suitable to virtue and reasonable nature.

Marcus Aurelius

**Surround yourself with highest quality thoughts. Discard the rest.**

21

A critic is a man who knows the way but can't drive the car.

Kenneth Tynan

**A critic can be helpful for directions. But don't give him the keys to your life.**

Anybody can kick down a barn, but it takes a good carpenter to build one.

Sam Rayburn

**Being destructive takes effort. Being constructive takes more.**

When you want to test the depths of a stream, don't use both feet.

Chinese proverb

**What will you do if it's shallow? What will you do if it's deep?**

Bright lights cast dark shadows when shone from only one direction.

David Kelly

**The world has multiple perspectives. Explore, embrace, enjoy.**

Boredom is the feeling that everything is a waste of time; serenity, that nothing is.

Thomas Szasz

**With no agenda, no goals, no vision, no aspirations – would you be serene, or bored?**

Imagination is the  
highest kite one can fly.

Lauren Bacall

The person who has  
no imagination has no  
wings.

Muhammad Ali

**Soar beyond the clouds  
of doubt.**

**The person without  
commitment has no  
roots.**

Imagination is a quality  
given to a man to  
compensate him for  
what he is not, and a  
sense of humor was  
provided to console him  
for what he is.

Oscar Wilde

**To live life without  
imagination is not funny.**

A wise man never  
knows all, only fools  
know everything.

African proverb

**It's wise to know there is  
much you do not know.**

The next best thing to  
knowing something is  
knowing where to find it.

Samuel Johnson

[www.google.com](http://www.google.com)

Knowledge is power  
and enthusiasm pulls  
the switch.

Steve Droke

**Knowledge alone is  
a map. Knowledge  
with enthusiasm is an  
adventure.**

With so much infor-  
mation now online, it  
is exceptionally easy  
to simply dive in and  
drown.

Alfred Glossbrenner

**With information you  
can drown but not get  
killed. You can surface,  
rest, and swim again.**

A fanatic is someone  
who can't change his  
mind and won't change  
the subject.

Winston Churchill

**...in which case, change  
who you are talking to.**

The optimist proclaims  
that we live in the best  
of all possible worlds;  
and the pessimist fears  
this is true.

James Cabell

**A realist makes the  
best of the world in  
which we live.**

Optimist: the glass is  
half full. Pessimist:  
the glass is half empty.  
Engineer: the glass  
is twice as large as it  
needs to be.

Anonymous

**An optimist sees no  
problem. A pessimist  
labors the problem. An  
engineer solves the  
problem.**

When I see a bird that  
walks like a duck and  
swims like a duck and  
quacks like a duck, I  
call that bird a duck.

Richard Cushing

**When all your senses  
tell you something, pay  
attention.**

Life is the art of  
drawing sufficient  
conclusions from  
insufficient premises.

Samuel Butler

**You can't know  
everything before you  
choose, but you can  
know enough to make  
a choice.**



A man is not idle  
because he is absorbed  
in thought. There is  
visible labor and there  
is invisible labor.

Victor Hugo

Each can be tiring.  
Each can be rewarding.

Be vigilant; guard your  
mind against negative  
thoughts.

Buddha

Cocoon negatives until  
they emerge with wings!

The difference between  
the right word and the  
almost right word is  
the difference between  
lightning and the  
lightning bug.

Mark Twain

My grandfather gave me  
a thesaurus. At the time  
I was confused; today I  
am grateful.

The harvest of old age  
is the recollection and  
abundance of blessing  
previously secured.

Marcus Cicero

Add to your account  
whenever you can,  
draw from it whenever  
you need.

Make no mistake, my friend: it takes more than money to make men rich.

A.P. Gouthey

**Richness is having many things: good health, friends, family, free time, hobbies, work you love...and money.**

If you have knowledge, let others light their candles with it.

Margaret Fuller

**Warm them with your knowledge. (Don't burn them with your brilliance.)**

No man was ever wise by chance.

Lucius Seneca

**Wisdom accrues to those who work.**

When people go to work, they shouldn't have to leave their hearts at home.

Betty Bender

**Heartless work can be heartbreaking. Don't let that happen to yours.**

There is a vast world of work out there in this country, where at least 111 million people are employed in this country alone – many of whom are bored out of their minds. All day long.

Richard Bolles

**Reach out and *connect* with those around you.**

Be regular and orderly in your life, so that you may be violent and original in your work.

Gustave Flaubert

**Contain your creativity to create an explosion!**

For the sake of getting a living, people forget to live.

Margaret Fuller

**Making a living is more than making money.**

People who work together will win, whether it be against complex football defenses, or the problems of modern society.

Vince Lombardi

**Together we can solve the problems. And we will!**

Snowflakes are one of nature's most fragile things, but just look at what they can do when they stick together.

Vesta Kelly

**A snowman is a work of art. An avalanche is a revolution.**

By working together, pooling our resources and building on our strengths, we can accomplish great things.

Ronald Reagan

**The greatest social achievements demand collaboration.**

None of us is as smart as all of us.

Japanese proverb

**Collective wisdom is always growing.**

Don't wait for people to be friendly, show them how.

Anonymous

**Be the one in an elevator who says 'Good morning!' to the others.**

Keeping score of  
old scores and scars,  
getting even and one-  
upping, always makes  
you less than you are.

Malcolm Forbes

**Let the past be what you  
left behind.**

Kindness is more than  
deeds. It is an attitude,  
an expression, a look, a  
touch. It is anything that  
lifts another person.

Neil Strait

**Serve it up. Pick them  
up. Lift me up!**

## Profound wisdom



2

Man's basic vice, the source of all his evils, is the act of unfocusing his mind; the suspension of his consciousness, which is not blindness, but the refusal to see; not ignorance, but the refusal to know.

Ayn Rand

**A leaf under a microscope is a new discovery.**

40

If you keep on doing what you've always done, you'll keep on getting what you've always got.

W.L. Bateman

**If you want a change, make a change.**

The hours of a wise man are lengthened by his ideas.

Joseph Addison

**Live creatively, live longer.**

41

Whatever is at the center of our life will be the source of our security, guidance, wisdom and power.

Stephen Covey

**What have you placed at the center of *your* life?**

Our finest moments are most likely to occur when we are feeling deeply uncomfortable, unhappy or unfulfilled. For it is only in such moments, propelled by our discomfort, that we are likely to step out of our ruts and start searching for different ways or truer answers.

M. Scott Peck

**When your life doesn't feel good, it is a good time to re-examine your life.**

Life is a field of unlimited possibilities.

Deepak Chopra

**Set sail for something beyond the horizon.**

Kindness is more important than wisdom, and the recognition of this is the beginning of wisdom.

Theodore Rubin

**Kindness in the beginning, wisdom in the end.**

Experience is simply the name we give our mistakes.

Oscar Wilde

**More mistakes, more experience. More experience, fewer mistakes.**

There was never a  
genius without a  
tincture of madness.

Aristotle

**Are you kidding?  
Are you crazy?  
(Are you a genius?)**

The sea does not  
reward those who are  
too anxious, too greedy,  
or too impatient. One  
should lie empty, open,  
choiceless as a beach  
– waiting for a gift from  
the sea.

Anne Morrow Lindberg

**Patience is rewarding.**

If you are patient in one  
moment of anger, you  
will escape a hundred  
days of sorrow.

Chinese proverb

**Angry words can haunt  
you. Patience never will.**

Things do not change;  
we change.

Henry David Thoreau

**If you want to change  
things, change yourself.**



You and I do not see things as they are. We see things as we are.

Anaïs Nin

**If you don't like what you are seeing, change what you are being.**

Every noble work is at first impossible.

Thomas Carlyle

**What is your noble undertaking?**

Opportunity comes like a snail, and once past you, it changes into a fleet rabbit and is gone.

Arthur Brisbane

**When you see an opportunity you like, grab it.**

A person's life is dyed with the color of his imagination.

Marcus Aurelius

**Color your life brightly, boldly, beautifully.**

Your 'self' does not  
stop where your skin  
stops; it stops where  
your imagination stops.

Harry Palmer

**If your imagination  
keeps going, you keep  
growing.**

Not what we have,  
but what we enjoy,  
constitutes our  
abundance.

John Petit-Senn

**Enjoy your life  
completely.**

He who is plenteously  
provided for from  
within, needs but little  
from without.

Johann Wolfgang von  
Goethe

**The more you cherish  
treasure on the inside,  
the less you'll need to  
chase it on the outside.**

The abundant life does  
not come to those who  
have had a lot of obst-  
acles removed from  
their path by others. It  
develops from within  
and is rooted in strong  
mental and moral fiber.

William Lewis

**A chick must crack  
its own egg to survive  
beyond the shell.**

Abundance is not something we acquire. It is something we tune into.

Wayne Dyer

The young man knows the rules, but the old man knows the exceptions.

Oliver Wendell Holmes

**Abundance is always available – before you, behind you, within you.**

**The best rules are wise guidelines.**

In matters of style, swim with the current; in matters of principle, stand like a rock.

Thomas Jefferson

**The art of life is knowing when to stand firm and when to swim along.**

Restlessness is discontent – and discontent is the first necessity of progress. Show me a thoroughly satisfied man and I will show you a failure.

Thomas Edison

**Progress is the path from dissatisfaction to taking action.**

Vision is the art of  
seeing the invisible.

Jonathan Swift

Know the purposes you  
seek in life, for then,  
like an archer aiming  
at a definite mark, you  
shall more likely attain  
what you seek.

Aristotle

Action is the language  
of making it visible.

**What is your purpose in  
this life? Not your goal,  
nor your dream, nor  
your objectives – what  
is your purpose?**

Why should we think  
upon things that are  
lovely? Because think-  
ing determines life. It  
is a common habit to  
blame life upon the  
environment. Environ-  
ment modifies life but  
does not govern life.  
The soul is stronger  
than its surroundings.

William James

**You think therefore  
you are. What are you  
thinking?**

In the practice of  
tolerance, one's enemy  
is the best teacher.

Dalai Lama

**What makes another  
your enemy reveals  
more about you than  
about them.**

Man masters nature  
not by force but by  
understanding.

Jacob Bronowski

Thoughts lead to acts,  
acts lead to habits,  
habits lead to character  
– and our character will  
determine our eternal  
destiny.

Ezra Benson

**The wind and waves are  
more powerful than any  
ship. Don't damn the  
ocean. Learn to sail!**

**Who and how you are  
today will shape your  
life tomorrow.**

Character builds slowly,  
but it can be torn  
down with incredible  
swiftness.

Faith Baldwin

**Every good gesture  
builds you up. Every lie  
and meanness tears  
you down.**

Our character is what  
we do when we think  
no one is looking.

Jackson Brown

**Someone is always  
watching – you!**

It takes a great deal of character to apologize quickly out of one's heart rather than out of pity. A person must have a deep sense of security in fundamental principles and values in order to genuinely apologize.

Stephen Covey

**A genuine apology can set things right – and set you free.**

There is no fire like passion, there is no shark like hatred, there is no snare like folly, there is no torrent like greed.

Buddha

**There is no sunrise like joy, no sunset like affection, no rainbow like love.**

Too many wish to be happy before becoming wise.

Susanne Necker

**Happiness comes and goes. Wisdom endures.**

Before enlightenment:  
chop wood, carry water.  
After enlight-enment:  
chop wood, carry water.

Zen philosophy

**Enlightenment is not doing the miraculous. It is seeing the miraculous in what you do.**

If you love the sacred  
and despise the  
ordinary, you are still  
bobbing in the ocean  
of delusion.

Lin-Chi

**The ordinary *is* sacred.  
Look deeper.**

A proverb is a short  
sentence based on long  
experience.

Miguel de Cervantes

**One look can say more  
than a book.**

All I have seen teaches  
me to trust the creator  
for all I have not seen.

Ralph Waldo Emerson

**The space between the  
words makes the story.  
The space between the  
notes makes the music.  
The space between your  
thoughts is your pure  
being.**

Nothing in life is to be  
feared. It is only to be  
understood.

Marie Curie

**Understanding melts a  
fear. Understand?**

Imagination is the eye  
of the soul.

Joseph Joubert

**Let your soul see  
clearly, far and wide.**

60

One who has  
imagination without  
learning has wings  
without feet.

Joseph Joubert

**The eagle needs a place  
to stand. Put your ideas  
to work.**

I like to have a thing  
suggested rather than  
told in full. When every  
detail is given, the mind  
rests satisfied, and the  
imagination loses the  
desire to use its own  
wings.

Thomas Aldrich

**With eyes, you can see  
the flower. With your  
nose you can smell the  
fragrance. But with your  
imagination, you can  
unite with nature.**

61

We are drowning  
in information and  
starving for knowledge.

Roger Rutherford

**Information applied  
gives knowledge.  
Knowledge applied  
yields wisdom. Wisdom  
applied brings success.**



Those who stand for  
nothing fall for anything.

Alexander Hamilton

In the midst of great  
joy, do not promise  
anything. In the midst  
of great anger, do not  
answer anyone's letter.

Chinese proverb

**Take a stand.**

**To live without regret,  
act without haste or  
hatred.**

Divisions are imaginary  
lines drawn by small  
minds.

Paramahansa Yogananda

**Imagine everything  
unified, connected,  
one: as it is.**

To the man who  
only has a hammer,  
everything he  
encounters begins to  
look like a nail.

Abraham Maslow

**The world we see is a  
reflection of who we are.**

Clay is molded to make a vessel, but the utility of the vessel lies in the space where there is nothing. Thus, taking advantage of what is, we recognize the value of what is not.

Lao-tzu

**In companionship,  
loneliness disappears.  
By spending time alone,  
we can become a better  
companion.**

It is never too late to give up your prejudices.

Henry David Thoreau

**Better late than never.**

Prejudice is the child of ignorance.

William Hazlitt

**Complacency is the  
father.**

The ability to quote is a serviceable substitute for wit.

W. Somerset Maugham

**Create your own quotation:**

**‘ \_\_\_\_\_ ’**

Appreciate the person who makes you want to listen when he is with you, and think when he is gone.

Lars Wallentin

There are some days I practice positive thinking, and other days I'm not positive I am thinking.

John Eades

**Speak to open the minds of others. Listen to open your own.**

**If your thoughts are negative, you are not really thinking.**

A man is not what he thinks he is, but what he thinks, he is.

Max Hickerson

**What do you want to be and become? Think about that!**

There is nothing either good or bad, but thinking makes it so.

William Shakespeare

**The facts are always neutral. Everything else we add.**

The great battle of meditation is with restless thoughts.

Paramahansa Yogananda

**To win the battle,  
rest your mind.**

The glow of one warm thought is worth more than money.

Thomas Jefferson

**Let your heart be  
your heater.**

One falsehood spoils a thousand truths.

African proverb

**Don't lie.**

Climb mountains to see the lowlands.

Chinese proverb

**Lofty aspirations  
give you a beautiful  
perspective on life.**

Worry does not empty tomorrow of its sorrow; it empties today of its strength.

Anonymous

**Conserve your strength.**

70

I don't know much about creative writing programs. But they're not telling the truth if they don't teach, one, that writing is hard work, and, two, that you have to give up a great deal of life, your personal life, to be a writer.

Doris Lessing

**Writing taxes the writer, but it enriches both writer and readers.**

When something can be read without effort, great effort has gone into its writing.

Enrique Ponce

**When you enjoy the reading, thank the writer.**

71

What I like in a good author isn't what he says, but what he whispers.

Logan Smith

**Let a deeper meaning seep between your words.**

First, I do not sit down at my desk to put into verse something that is already clear in my mind. If it were clear in my mind, I should have no incentive or need to write about it. We do not write in order to be understood; we write in order to understand.

Robert Day-Lewis

**When you are not sure about something important, write about it. Your true thoughts and feelings will emerge.**

How vain it is to sit down to write when you have not stood up to live.

Henry David Thoreau

**To be bold in your writing, be brave in your living.**

Everything you need you already have. You are complete right now, you are a whole, total person, not an apprentice person on the way to someplace else.

Wayne Dyer

**No one can be or become you better than you.**

Money never made a man happy yet, nor will it. There is nothing in its nature to produce happiness. The more a man has, the more he wants. Instead of filling a vacuum, it makes one.

Benjamin Franklin

**Money demands meaning. To have more money, you must create more meaning.**

A mind too active is  
no mind at all.

Theodore Roethke

No question is so  
difficult to answer  
as that to which the  
answer is obvious.

George Bernard Shaw

If you don't focus,  
you'll spray.

74

Who are you?  
What do you stand for?  
Who do you love?

I do not want the peace  
that passeth from  
understanding. I want  
the understanding  
which bringeth peace.

Helen Keller

I want to know how,  
but also why.

75

Wisdom is knowing  
what to do next;  
virtue is doing it.

David Jordan

Wisdom without virtue is  
abstract. Virtue without  
wisdom is righteous.  
Wisdom and virtue  
together are good living.

Never does nature say  
one thing and wisdom  
another.

Juvenal

**Nature is very wise.  
Be wise enough to  
learn from nature.**

The more I want to get  
something done, the  
less I call it work.

Richard Bach

**When something takes  
me over, I give myself  
over to it.**

What you have out-  
side you counts less  
than what you have  
inside you.

B.C. Forbes

**The real treasure lies  
inside you. Bring it out  
for all to see.**

The best way to cheer  
yourself up is to cheer  
somebody else up.

Mark Twain

**People get turned on by  
people who are turned  
on. Try it.**



The highest destiny  
of the individual is to  
serve rather than to  
rule.

Albert Einstein

How may I serve you?

If things are not going  
well with you, begin  
your effort at correcting  
the situation by care-  
fully examining the  
service you are rend-  
ering, and especially  
the spirit in which you  
are rendering it.

Roger Babson

**Are you cynical or joyful,  
resentful or grateful,  
complacent or commit-ted?  
What you make of your life  
is up to you.**

All labor that uplifts  
humanity has dignity  
and importance and  
should be undertaken  
with painstaking  
excellence.

Martin Luther King, Jr.

**Do the best you can.  
Be the best you can.**

It has always been my  
belief that a man should  
do his best, regardless  
of how much he rec-  
eives for his services,  
or the number of people  
he may be serving,  
or the class of people  
served.

Napoleon Hill

**Doing something for  
someone else is reason  
enough to do it well.**

## Insightful wisdom



3

We are shaped and  
fashioned by what we  
love.

Johann Wolfgang von  
Goethe

Learning sleeps and  
snores in libraries, but  
wisdom is everywhere,  
wide awake, on tiptoe.

Josh Billings

Love is so powerful, it  
makes you who you are.

Don't just read and  
learn, *live* and learn!

Wisdom is what's left  
after we've run out of  
personal opinions.

Cullen Hightower

**Personal opinions form  
and melt away. Wisdom  
sticks around.**

When you know a  
thing, to hold that you  
know it; and when you  
do not know a thing,  
to allow that you do  
not know it – this is  
knowledge.

Confucius

**To know there are many  
things you do not know  
– this is wisdom.**

It is unwise to be too  
sure of one's own  
wisdom. It is healthy  
to be reminded that the  
strongest might weaken  
and the wisest might err.

Mohandas Gandhi

**The ultimate wisdom  
is to be open for new  
wisdom.**

Science is organized  
knowledge. Wisdom is  
an organized life.

Immanuel Kant

**Peace is an organized  
world.**

Knowledge is a process  
of piling up facts;  
wisdom lies in their  
simplification.

Martin Fischer

**Genius is in their useful  
application.**

Wisdom consists of  
the anticipation of  
consequences.

Norman Cousins

**Wisdom comes as  
we experience the  
consequences we  
did not anticipate.**

A prudent question is  
one half of wisdom.

Francis Bacon

**Patience to hear the  
answer is the other.**

Common sense in an  
uncommon degree is  
what the world calls  
wisdom.

Samuel Coleridge

**Which is why  
real wisdom is so  
uncommon.**

There is a wisdom of the head, and a wisdom of the heart.

Charles Dickens

If facts are the seeds that produce knowledge and wisdom, then the emotions are the fertile soil in which the seeds must grow.

Rachel Carson

**Facts without emotions are sterile. Emotions bring facts to life.**

**Use both.**

Wisdom is the supreme part of happiness.

Sophocles

I feel the degree of a person's intelligence is directly reflected by the number of conflicting attitudes she can bring to bear on the same topic.

Lisa Alther

**Serenity is the supreme goal of wisdom.**

**Different viewpoints let you see the whole.**

Only the curious will learn, only the resolute will overcome the obstacles to learning. The quest quotient has always excited me more than the intelligence quotient.

Eugene Wilson

**What you want to learn is more interesting than what you already know.**

The universe is full of magical things patiently waiting for our wits to grow sharper.

Eden Phillpotts

**To sharpen your wits, rest your mind. The universe is patient. You can be, too.**

Thoughts have power; thoughts are energy. And you can make your world or break it by your own thinking.

Susan Taylor

**Charge your world with positive thoughts. Unleash the power within.**

If money is your hope for independence, you will never have it. The only real security that a person will have in this world is a reserve of knowledge, experience and ability.

Henry Ford

**You can safeguard your money, but your commitment and capabilities will safeguard you.**

The fool doth think he  
is wise, but the wise  
man knows himself to  
be a fool.

William Shakespeare

Don't be so foolish.

It is not white hair that  
engenders wisdom.

Menander

**It's experience that turns  
your hair white!**

Wisdom outweighs any  
wealth.

Sophocles

**Wisdom can generate  
wealth. Wealth alone  
cannot make wisdom.**

Wisdom doesn't  
automatically come  
with old age. Nothing  
does – except wrinkles.  
It's true, some wines  
improve with age. But  
only if the grapes were  
good in the first place.

Abigail van Buren

**It takes quality of person  
and quantity of life to  
yield a brew of wisdom.**

The whole problem with the world is that fools and fanatics are always so certain of themselves, but wiser people so full of doubts.

Bertrand Russell

**It is wise to pause and consider, but foolish to pause forever. When the time is right, take action.**

The older I grow the more I distrust the familiar doctrine that age brings wisdom.

H.L. Mencken

**The years bring age. Experience brings wisdom.**

The activist is not the man who says the river is dirty. The activist is the man who cleans up the river.

H. Ross Perot

**The commentator makes a noise. The activist makes a difference.**

Mankind has a great aversion to intellectual labour; but even supposing knowledge to be easily attainable, more people would be content to be ignorant than would take even a little trouble to acquire it.

Samuel Johnson

**The little trouble spent acquiring knowledge beats the big trouble of not having it.**



Knowledge is power.

Francis Bacon

There is only one good,  
knowledge, and one  
evil, ignorance.

Socrates

Sharing knowledge  
creates even more.

Ignorance is the  
darkness. Knowledge  
is the light.

All men by nature  
desire knowledge.

Aristotle

Which is why children  
ask so many questions  
and adults want to know  
all the answers.

Believe those who are  
seeking the truth; doubt  
those who find it.

André Gide

Those who say they  
have found the truth  
have stopped looking.

The function of wisdom  
is to discriminate  
between good and evil.

Cicero

To know when to be  
generous and when firm  
– that is wisdom.

Elbert Hubbard

**There are many forms of  
good, and many forms  
of evil. Choose wisely.**

**There are times when  
being firm is the most  
generous thing to do.**

It is characteristic  
of wisdom not to do  
desperate things.

Henry David Thoreau

**Bite your tongue.  
Hold your horses.  
Think again.**

Follow your instincts.  
That's where true  
wisdom manifests  
itself.

Oprah Winfrey

**That feeling in your gut  
is well connected.**

A short saying often  
contains much wisdom.

Sophocles

Turn your wounds into  
wisdom.

Oprah Winfrey

**A short saying comes  
from long reflection.**

**And the learning itself  
will heal you.**



# 4

**Acquiring wisdom**



Wisdom begins in wonder.

Socrates

By three methods we may learn wisdom: first, by reflection, which is noblest; second, by imitation, which is easiest; and third by experience, which is the bitterest.

Confucius

And ends in indifference.

**Sometimes it is the bitter medicine that makes you well.**

He dares to be a fool, and that is the first step in the direction of wisdom.

James Huneker

**The true fool is the one afraid of ever looking like a fool.**

The art of being wise is the art of knowing what to overlook.

William James

**When you overlook certain things you can focus more clearly on what matters.**

Wisdom is the reward  
you get for a lifetime of  
listening when you'd  
have preferred to talk.

Doug Larson

**Talking requires  
another to listen.  
Who is the wiser?**

102

We don't receive  
wisdom; we must  
discover it for ourselves  
after a journey that no  
one can take for us or  
spare us.

Marcel Proust

**The journey is your life.  
Enjoy the ride.**

To acquire knowledge,  
one must study; but to  
acquire wisdom, one  
must observe.

Marilyn vos Savant

**It is not just seeing what  
happens, but seeing  
what happens after  
something happens.**

103

If you go through life  
convinced that your  
way is always best, all  
the new ideas in the  
world will pass you by.

Morita Akio

**Every new idea begins  
as a challenge to  
accepted wisdom.**

Let go of your attachment to being right, and suddenly your mind is more open. You're able to benefit from the unique viewpoints of others, without being crippled by your own judgment.

Ralph Marston

**Shift your focus from 'I am right' to 'Let me learn from you.'**

Minds are like parachutes. They only function when they are open.

James Dewar

**An open parachute lets you fly among the clouds and brings you safely back to earth. An open mind does the same.**

A closed mind is like a closed book, just a block of wood.

Anonymous

**Hence the word for one who will not think: blockhead.**

Never mistake knowledge for wisdom. One helps you make a living; the other helps you make a life.

Sandra Carey

**Let your wisdom work for you.**

Better keep yourself  
clean and bright. You  
are the window through  
which you see the  
world.

George Bernard Shaw

The voyage of  
discovery is not in  
seeking new landscapes  
but in having new eyes.

Marcel Proust

**Clean with your  
compassion. Scrub with  
your forgiveness. Rinse  
with your generosity.**

**Let go of one prejudice,  
bias or steadfast  
conclusion – and your  
vision will change  
completely.**

The wisdom of the wise  
and the experience of  
the ages are perpetuated  
by quotations.

Benjamin Disraeli

**Another good reason for  
this book!**

When I am attacked by  
gloomy thoughts, nothing  
helps me so much as  
running to my books.  
They quickly absorb me  
and banish the clouds  
from my mind.

Savvy Sanders

**A good book is good  
therapy. Cheap, too.**

A book is a garden  
carried in the pocket.

Chinese proverb

Those who do not read  
are no better off than  
those who cannot.

Chinese proverb

**Enjoy the freshness  
– and abundance.**

**Invest in yourself – read!**

If you believe every-  
thing you read, you had  
better not read.

Japanese proverb

**Read what others write  
to help you think. But  
think for yourself to  
decide what you believe.**

Be able to be alone.  
Lose not the advantage  
of solitude.

Thomas Browne

**Many things you see with  
others. Some things you  
only realize alone.**



When you look for  
truth outside yourself,  
it gets farther away.

Anthony Yeo

**Search within? Discover.  
Search outside? Keep  
searching.**

110

It is not easy to find  
happiness in ourselves,  
and it is not possible to  
find it elsewhere.

Agnes Repplier

**When you've decided  
what you really want,  
it helps to know where  
to look.**

The first step in wisdom  
is to question everything  
– and the last is to  
come to terms with  
everything.

George Lichtenberg

**Between those two  
steps is the journey of  
your life.**

111

The wisest mind has  
something yet to learn.

George Santayana

**And the wisest mind  
knows it.**

The ability to focus attention on important things is a defining characteristic of intelligence.

Robert Shiller

**Deciding what's important is just plain smart.**

I not only use all the brains that I have, but all that I can borrow.

Woodrow Wilson

**Seeking help from others makes you wiser.**

Readers are plentiful; thinkers are rare.

Harriet Martineau

**Learn to read in school.  
Learn to think in life.**

Do not seek to follow in the footsteps of the wise. Seek what they sought.

Jiddu Krishnamurti

**Blaze your own path,  
for your own life, in your own time.**

Good judgment comes from experience, and experience – well, that comes from poor judgment.

Cousin Woodman

**When things go right, good for you. When things go wrong, also good for you!**

Experience is what you get when you don't get what you want.

Dan Stanford

**Later you realize how lucky you were to get exactly what you got.**

Remember that not getting what you want is sometimes a wonderful stroke of luck.

Dalai Lama

**Disappointed?  
Lucky you!**

Experience is that marvellous thing that enables you to recognize a mistake when you make it again.

Franklin Jones

**Isn't it wonderful to be human?**

The man who views the world at fifty the same as he did at twenty has wasted thirty years of his life.

Muhammad Ali

**Grow in wisdom as you grow in age.**

There are many paths to enlightenment. Be sure to take one with a heart.

Lao-tzu

**The path with heart lifts you up even as it tires you out.**

What is needed, rather than running away, controlling, suppressing or any other resistance, is understanding fear; that means watch it, learn about it, come directly into contact with it. We are here to learn about fear, not how to escape from it.

Jiddu Krishnamurti

**On the other side of fear is freedom. Earn your way to it.**

A closed mind is a dying mind.

Edna Ferber

**Keep yourself alive!**

All human power is a compound of time and patience.

Honoré de Balzac

**And effort.**

The facts don't need changing at all. The way you see them needs to shift.

Alan Weiss

**Facts are just facts. Your point of view gives them meaning.**

Seek the wisdom of the ages, but look at the world through the eyes of a child.

Ron Wild

**The world was fascinating when you were young. It still is.**

What we see depends mainly on what we look for.

John Lubbock

**Look for things of beauty and you will see a beautiful world.**

Being willing to change allows you to move from a point of view to a viewing point – a higher, more expansive place, from which you can see both sides.

Thomas Crum

**When astronauts see the earth from space, everything comes together.**

Wise men talk because they have something to say; fools, because they have to say something.

Plato

**Speak only when your words improve the silence.**

The simplest questions are most profound.  
Where were you born?  
Where is your home?  
Where are you going?  
What are you doing?  
Think about these once in a while and watch your answers change.

Richard Bach

**Life *is* profound. It's that incredible, and simple.**

Half of being smart is knowing what you are dumb about.

Solomon Short

**The other half is finding someone smart about it who can help you.**

Wisdom is knowing  
when to speak your  
mind and when to mind  
your speech.

Fernado Flores

**It takes courage at  
times to speak up –  
and courage at times  
to shut up.**

The difference between  
a smart man and a wise  
man is that a smart  
man knows what to  
say, a wise man knows  
whether or not to say it.

Frank Garafola

**Some of your wisest  
moments may be your  
quietest.**

The wise man does at  
once what the fool does  
finally.

Baltasar Gracian

**When you know it's  
right, don't debate it.  
Do it.**

The free man is he who  
does not fear to go to  
the end of his thought.

Leon Blum

**Fulfillment waits at  
the end.**

Rarely do we find men who willingly engage in hard, solid thinking. There is an almost universal quest for easy answers and half-baked solutions. Nothing pains some people more than having to think.

Martin Luther King, Jr.

**It's hard work to think hard, but well worth the effort.**

Men occasionally stumble on the truth, but most of them pick themselves up and hurry off as if nothing had happened.

Winston Churchill

**If you stumble, don't just tumble. Learn something useful from the rumble.**

When you are deluded and full of doubt, even a thousand books are not enough. When you have realized understanding, even one word is too much.

Fen-Yang

**Insight transcends language.**

Not by age but by capacity is wisdom acquired.

Titus Plautus

**How full is your life?**



A wise man can see more from the bottom of a well than a fool can see from a mountain top.

Leonard Orr

**What's seen outside depends on what's inside.**

The wise man realizes how little he knows; it is the foolish man who imagines that he knows everything.

Jawaharlal Nehru

**Keep looking, keep learning.**

Those who wish to appear wise among fools, among the truly wise appear foolish.

Emer Quintilian

**Where you play says as much as how you play.**

Like an ability or a muscle, hearing your inner wisdom is strengthened by doing it.

Robbie Gass

**Your inner voice is speaking. Are you listening?**

Men fear thought as they fear nothing else on earth, more than ruin, more than death. Thought is merciless to privilege, established institutions and comfortable habit. Thought looks into the pit of hell and is not afraid. Thought is the light of the world, and the chief glory of man.

Bertrand Russell

**Out-of-the-box thinking can be uncomfortable for those who prefer to live in a box.**

You can know the name of a bird in all the languages of the world, but when you're finished, you'll know absolutely nothing whatever about the bird. Look at the bird and see what it's doing – that's what counts. I learned very early the difference between knowing the name of something and knowing something.

Richard Feynman

**Say 'Happy Birthday'. Now sing it. Got the difference?**

The beginning of knowledge is the discovery of something you do not understand.

Frank Herbert

**Next is the desire to understand it.**

To be conscious that you are ignorant is a great step to knowledge.

Benjamin Disraeli

**When you know what you don't know, you have already begun to know it.**

There is much pleasure  
to be gained from  
useless knowledge.

Bertrand Russell

**And pleasure itself is  
very useful.**

Life is the only real  
counsellor; wisdom  
unfiltered through  
personal experience  
does not become a part  
of the moral tissue.

Edith Wharton

**When you hear  
something wise, try it  
out. If it makes sense for  
you, then you own it.**

The quality of our  
thoughts is bordered on  
all sides by our facility  
with language.

Michael Straczynski

**Language is a second-  
order expression of  
first-order ideas.**

I love quotations. It is a  
joy to find my thoughts  
beautifully expressed  
by someone wiser than  
myself.

Marlene Dietrich

**Be wise enough to enjoy  
the quotes of others,  
and wild enough to write  
your own.**

The beginning of wisdom is found in doubting; by doubting we come to the question, and by seeking we may come upon the truth.

Pierre Abelard

**Seek and find.  
Ask and answer.  
Doubt and discover.**

It is a thousand times better to have common sense without education than to have education without common sense.

Robert Ingersoll

**Without common sense,  
education is academic.**

It's so simple to be wise. Just think of something stupid to say and say the opposite.

Sam Levenson

**What would offend  
someone else? The  
opposite would likely  
please them. Try it.**

Learn wisdom from the ways of a seedling. A seedling which is never hardened off through stressful situations will never become a strong productive plant.

Stephen Sigmund

**Your difficulties are your  
opportunities to grow  
stronger.**

Good people are good because they've come to wisdom through failure. We get very little wisdom from success, you know.

William Saroyan

**Let your failures be your blessings.**

He who devotes sixteen hours a day to hard study may become at sixty as wise as he thought himself at twenty.

Mary Little

**Accumulating wisdom is a marathon, not a sprint. Keep running, keep learning.**

When I can look life in the eyes, grown calm and very coldly wise, life will have given me the truth, and taken in exchange – my youth.

Sara Teasdale

**In youth, mistakes. In adulthood, learning. In maturity, appreciation for both.**

It requires wisdom to understand wisdom: the music is nothing if the audience is deaf.

Walter Lippmann

**Be ready to receive. Listen up.**

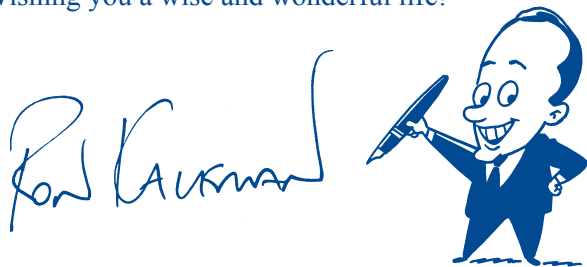
Thank you for choosing, reading and sharing this book. With 512 positive quotes, notes and anecdotes packed inside, this is one of my favorites:

Kindness is more important than wisdom, and the recognition of this is the beginning of wisdom.

— Theodore Rubin

Which is your favorite quote? Who will you be kind enough to share it with today?

Wishing you a wise and wonderful life!





Words of Wisdom

# Remarkable quotes and heart-filled notes to open up your mind!

Be wise enough to enjoy the  
quotes of others, and wild enough  
to write your own.

Ron Kaufman is the author and founder of UP! Your Service.® He is one of the world's most sought-after educators and thought-leaders for uplifting service and building service cultures.

INSPIRATIONAL / SELF HELP

ISBN 981052932-5



9 789810 529321

[www.RonKaufman.com](http://www.RonKaufman.com)



RON KAUFMAN