

201

MOTIVATORS
(PURE SALES JOY)



201 MOTIVATORS

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about justsell.com

justsell.com is the web's resource for sales leaders™. Its newsletters and websites provide professional development tips and ideas as well as business leads and information for those responsible for driving sales.

It currently has more than 135,000 people subscribing to its email newsletters (as of June 2006) and enjoys serving over 190,000 visitors to its site each month.

Those who'll find the most value from justsell.com are...

- sales executives, managers, and professionals
- marketing professionals
- business owners and entrepreneurs
- people new to sales management or to the sales profession
- people considering a career change to sales

justsell.com is located in Richmond, Virginia, and on the web at www.justsell.com. It was founded in February 1998 and sells daily. Its phone number is 804-762-4500.

delivering pure sales love... every day

www.saleslove.com

thank you

Thanks to the entire just sell® community for helping make **201 motivators** a possibility. It's an impressive and diverse mix of motivational and inspirational resources.

An additional thanks to those members who submitted their personal favorites. While many ideas are included in the compilation, others were excluded as we tried to keep the lists manageable. It was extremely difficult to trim the material but we're confident you'll agree the end result is a terrific list of motivational resources and positive mental anchors for you and your team.

What motivates and inspires someone is as unique as the individual. This was especially true with music. Because musical preference (e.g. classical vs. rock vs. country) heavily influences which specific music is motivating, we opted not to publish a music section.

Looking for inspiration? Looking for something motivating? Not sure yet what motivates you? 201 motivators is your starting point... and it's from the just sell® community. Please feel free to pass it along to those you feel may find it valuable.

Sincerely,

your **just sell**® team



thoughts & actions

a future of possibility
a printed copy of goals that can be seen every day
a loved one's courage while suffering through difficult times
seeing my team succeed
accomplishing a difficult task
solving a problem and moving forward
knowing you can't win if you don't play
being relentless in seeking positive incremental improvement every day
being outdoors
change of scenery
my children
my family
my friends
my mentors
sunshine & warm fresh air
money
Jim Valvano's "Don't Ever Give Up" Arthur Ashe Courage Award acceptance speech
the story of Abraham Lincoln's life
the sacrifices of Jesus
stories of the police officers, fire fighters and office workers who experienced the 9/11 attacks

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people

Lance Armstrong	Earl Nightingale
Mary Kay Ash	Norman Vincent Peale
Richard Branson	Bill Porter
Paul "Bear" Bryant	Ronald Reagan
Jesus Christ	Christopher Reeve
Sir Winston Churchill	Cal Ripken, Jr.
14 th Dalai Lama of Tibet	John D. Rockefeller
Walt Disney	Knute Rockne
Thomas Edison	Eleanor Roosevelt
Albert Einstein	Theodore Roosevelt
Henry Ford	Colonel Harland Sanders
Benjamin Franklin	Robert Schuller
Mohandas Gandhi	Arnold Schwarzenegger
Rocky Graziano	Don Shula
Stephen Hawking	Sylvester Stallone
Katharine Hepburn	Mother Teresa
Michael Jordan	Jim Thorpe
Helen Keller	Brian Tracy
John F. Kennedy	Mark Twain
Martin Luther King, Jr.	Leonardo da Vinci
Ray Kroc	Elie Weisel
Abraham Lincoln	Oprah Winfrey
Vince Lombardi	The Wright Brothers
Nelson Mandela	Zig Ziglar

We do not have to become heroes overnight.
 Just a step at a time, meeting each thing that comes up,
 seeing it is not as dreadful as it appeared,
 discovering we have the strength to stare it down.

Eleanor Roosevelt (1884-1962)
 U.N. diplomat, humanitarian, U.S. first lady

books

-
- 212° the extra degree, S.L. Parker (2002)
 As a Man Thinketh, James Allen (1983)
 Awaken the Giant Within, Anthony Robbins (1993)
 The Art of War, Sun Tzu
 Between A Rock and Hard Place, Aron Ralston (2004)
 The Bible
 Don't Sweat the Small Stuff, Richard Carlson (1997)
 Failing Forward: How to Make the Most of Your Mistakes, John C. Maxwell (2000)
 Fish! A Remarkable Way to Boost Morale and Improve Results, Stephen Lundin, et al. (2000)
 The Greatest Salesman in the World, Og Mandino (1983)
 The Greatest Salesman in the World: Part II: The End of the Story, Og Mandino (r1989)
 How I Raised Myself from Failure to Success in Selling, Frank Bettger (1986)
 How to Win Friends and Influence People, Dale Carnegie (r1990)
 If You Want to Walk on Water, You've Got to Get Out of the Boat, John Ortberg (2001)
 It's Not About the Bike: My Journey Back to Life, Lance Armstrong and Sally Jenkins (2001)
 Leadership, Rudolph W. Giuliani (2002)
 Life of Pi, Yann Martel (2003)
 Life Strategies: Doing What Works, Doing What Matters, Phil McGraw (2000)
 Live Your Dreams, Les Brown (1996)
 Lives of Moral Leadership: Men and Women Who Have Made A Difference, Robert Coles (2001)
 Man's Search for Meaning, Viktor Emil Frankl (1959)
 Mary Kay: You Can Have It All, Mary Kay Ash (1996)
 Maximum Achievement, Brian Tracy (1995)
 Night, Elie Weisel (r2006)
 Notes from a Friend: A Quick and Simple Guide to Taking Control of Your Life, Anthony Robbins (r1995)
 The One Minute Sales Person, Spencer Johnson (r2002)
 The Other 90%: How to Unlock Your Vast Untapped Potential for Leadership & Life, Robert K. Cooper (2001)
 Over the Top, Zig Ziglar (1997)
 The Power of Positive Thinking, Norman Vincent Peale (r1996)
 The Prayer of Jabez: Breaking Through to the Blessed Life, Bruce Wilkinson (2000)
 The Purpose-Driven Life: What on Earth Am I Here For?, Rick Warren (2002)
 The Richest Man in Babylon, George S. Clason (r2004)
 The Road Less Traveled, M. Scott Peck (1978, r2002)
 Self-reliance and Other Essays, Ralph Waldo Emerson (r1993)
 Seven Habits of Highly Effective People, Stephen Covey (1990)
 Soul Surfer, Bethany Hamilton with Sheryl Berk and Rick Bundschuh (2004)
 The Strangest Secret (Earl Nightingale's Library of Little Gems), Earl Nightingale (1996)
 Swim With the Sharks, Harvey Mackay (r1996)
 Think and Grow Rich, Napoleon Hill (1976)
 Walt Disney: An American Original, Bob Thomas (1994)
 Who Moved My Cheese?, Spencer Johnson (1998)
 Zlata's Diary: A Child's Life in Wartime Sarajevo (r2006)

 movies

8 Mile (2002)	Jerry Maguire (1996)
Ali (2001)	Jonathan Livingston Seagull (1973)
Alive (1993)	Legally Blonde (2001), Legally Blonde 2 (2003)
Antwone Fisher (2002)	Lorenzo's Oil (1993)
Apollo 13 (1995)	The Lou Gehrig Story (1956)
Ben Hur (1959)	The Matrix (1999)
Boiler Room (2000)	Men of Honor (2000)
Braveheart (1995)	Miracle (2004)
Brian's Song (1971)	Mr. Holland's Opus (1995)
The Bridge on the River Kwai (1957)	My Body Guard (1980)
Chariots of Fire (1981)	Norma Rae (1979)
Chocolat (2001)	North Country (2005)
Cinderella Man (2005)	October Sky (1999)
Dead Poets Society (1989)	On the Waterfront (1954)
Defending Your Life (1991)	The Paper Chase (1973)
Door to Door (2002)	Patton (1970)
The Emperor's Club (2002)	Remember the Titans (2000)
Erin Brockovich (2000)	Renaissance Man (1994)
Field of Dreams (1989)	The Right Stuff (1983)
Forrest Gump (1994)	Rocky (1976), Rocky II (1979), Rocky III (1982)
Friday Night Lights (2004)	The Rookie (2002)
Gandhi (1982)	Rudy (1993)
Gladiator (2000)	Scent of a Woman (1992)
Glengarry Glen Ross (1992)	The Shawshank Redemption (1994)
Glory (1989)	Stand By Me (1986)
Good Night, and Good Luck (2005)	Tucker: The Man and His Dream (1988)
The Greatest Game Ever Played (2005)	Vision Quest (1985)
Henry V (1989)	Walk the Line (2005)
Hoosiers (1986)	Wall Street (1987)
The Hurricane (2000)	Working Girl (1988)
It's A Wonderful Life (1946)	

Carpe Diem. Seize the day boys,
make your lives extraordinary.

Robin Williams (1951-)
as Mr. Keating in "Dead Poets Society"

movie monologues

- Any Given Sunday - Al Pacino's pre-game locker room talk on clawing for inches (1999)
- Boiler Room - Ben Affleck's speech to the new guys (2000)
- Braveheart - Mel Gibson's speech for freedom (1995)
- Brian's Song - Gayle Sayers speech after Brian Piccolo dies (1971)
- Cast Away - Tom Hanks recounting will to live while on the island (2000)
- Dead Poets Society - Robin Williams' opening discussion on making your life extraordinary (1989)
- Empire Strikes Back - when Yoda asks Luke to raise the Star Fighter out of the muck (1980)
- Glengarry Glen Ross - Alec Baldwin's speech to the sales force (1992)
- Guess Who's Coming to Dinner - Sidney Poitier's discussion with father (1967)
- Henry V - Kenneth Branagh's St. Crispian day speech (1989)
- On the Waterfront - Marlon Brando's "I could've been a contender" speech (1954)
- Patton - opening speech (1970)
- Rocky - scene before the fight...talking to Adrian (1976)
- The Rookie - when Dennis Quaid talks to the team about dreams (2002)
- Wall Street - Michael Douglas' "greed is good" speech (1987)

audio

- Lead the Field, Earl Nightingale (r1994)
- Over the Top, Zig Ziglar (1994)
- The Power of Positive Thinking, Norman Vincent Peale (r1993)
- The Psychology of Achievement, Brian Tracy (r2002)
- The Psychology of Winning, Dennis Waitley (1995)
- See You at the Top, Zig Ziglar (1987)
- The Science of Personal Achievement, Napoleon Hill (r1993)
- Tom Hopkins audio
- Tony Robbins audio

other writings

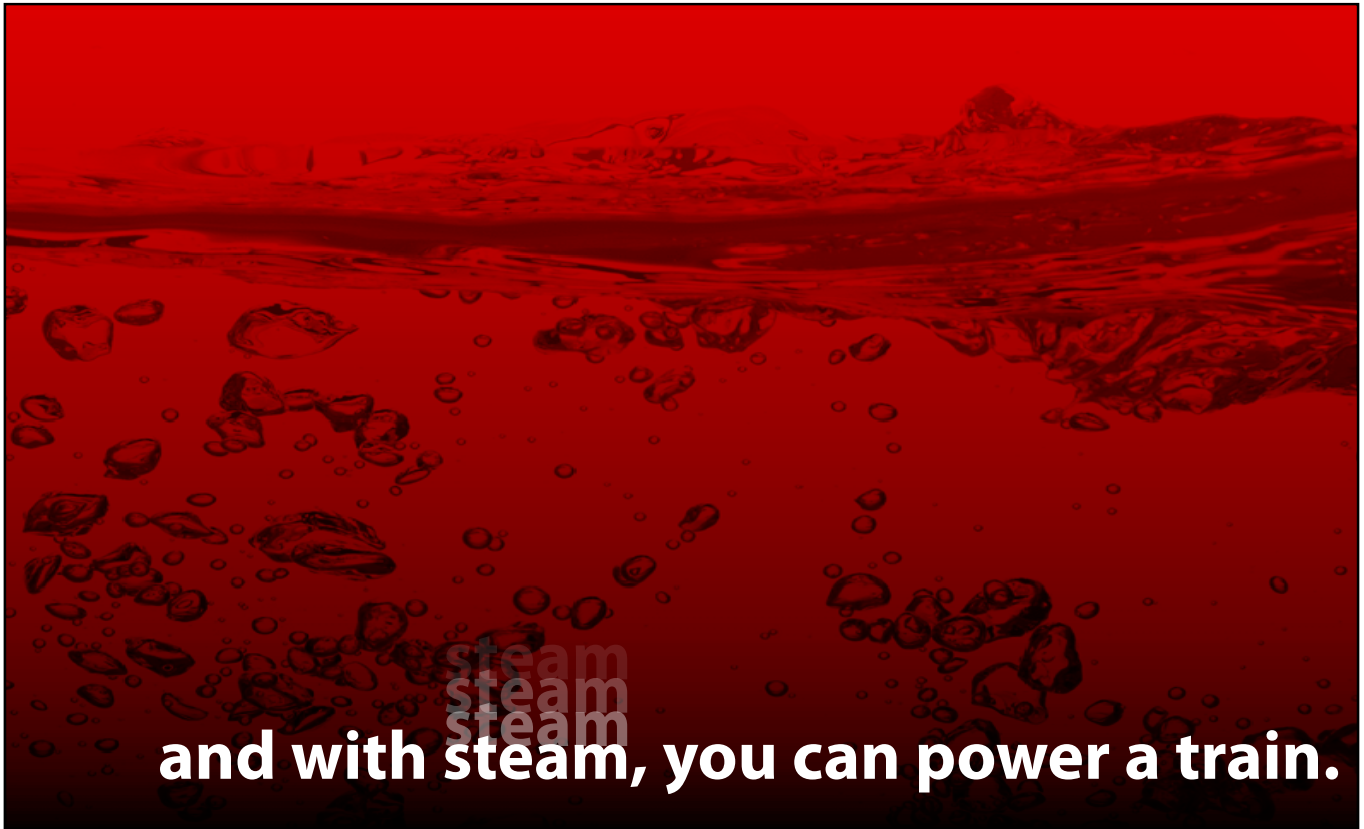
- If, Rudyard Kipling
- writings by Henry David Thoreau
- poems by Walt Whitman

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at 211 degrees water is hot.

at 212 degrees it boils.

and with boiling water comes steam.



inspire someone. inspire yourself.

212° the extra degree™ is a powerful message with a singular focus on the essential fundamental of effort -- the primary fundamental that feeds all others.

If you lead a group, team or company, 212 can give you a fresh and succinct way to capture the attention of your people and inspire them to new levels of effort in everything they do. And when even a handful of people within a group connect with the 212 message, it can have a tremendous and systemic impact on results.

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