

66 Priceless Pieces
of Business Advice I
Couldn't Live Without

by Scott Ginsberg
(that guy with the nametag)



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Scott
Ginsberg

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www.hellomynameisscott.com/66.pdf

Scott
Ginsberg

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Scott
Ginsberg

About the Author

Scott Ginsberg is a professional speaker, author and the only person in the world who wears a nametag 24-7 (since Nov. 2000) to make people friendlier and more approachable.

Scott
Ginsberg

About the Author

Scott works with businesses
and organizations who want
to **MAXIMIZE** approachability
and become **UNFORGETTABLE**
communicators, one conversation
at a time.

Scott
Ginsberg

About the Author

To book Scott to speak at your next meeting or event, please contact:

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Also by Scott Ginsberg

HELLO, my name is Scott
The Power of Approachability
UNFORGETTABLE First Impressions
How to Become a Networking
Superhero

Scott
Ginsberg

But for
now...

Scott
Ginsberg

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INTRO

Everybody gets great advice,
but only a handful of people
actually write it down. Well, I
happen to write **EVERYTHING**
down. So, I put together this
quotation book just for you!

--Scott Ginsberg
November 2005

Scott
Ginsberg

Ready?

Scott
Ginsberg

Cool.

Scott
Ginsberg

Here
we go...

Scott
Ginsberg

This ebook is dedicated
to all of my mentors
(known and unknown)
whose words helped
shape my career

Scott
Ginsberg

Be confident
enough to be
humble

Scott
Ginsberg

Don't just find
yourself...
create yourself

Scott
Ginsberg

Find your
one big idea

Scott
Ginsberg

Imagine your
ideal day

Scott
Ginsberg

Speak from
technique, because
you never know how
you will feel

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Ginsberg

Don't be selfish
with your
knowledge

Scott
Ginsberg

The sculpture
is inside
the stone

(learn how to chip away [here](#))

Scott
Ginsberg

You are what
you charge

Scott
Ginsberg

Validate your
existence on a
daily basis

Scott
Ginsberg

Anonymity is the
greatest barrier
to business
success

Scott
Ginsberg

Be somebody
who reminds
everybody of
nobody else

Scott
Ginsberg

Be unique,
not
different

(see why this is essential [here](#))

Scott
Ginsberg

Act like you
already are the
person you want
to become

Scott
Ginsberg

Listen to
everybody, or
listen to
nobody

Scott
Ginsberg

Be a
class act

Scott
Ginsberg

Do not despise
the day of small
beginnings

Scott
Ginsberg

Love your
zone of
discomfort

Scott
Ginsberg

Own a word

(learn how to do this here!)

Scott
Ginsberg

Find your PDA:
Personal
Differential
Advantage

Scott
Ginsberg

Market
yourself
daily

Scott
Ginsberg

Success
leaves clues

(check out my first 3 clues [here!](#))

Scott
Ginsberg

Success is not
perfection

Scott
Ginsberg

It's not worth
going anywhere if
nobody remembers
you were there

Scott
Ginsberg

You are an empty
sheet of paper in
the minds of people
you meet

Scott
Ginsberg

Be a
sleeper

Scott
Ginsberg

Be the world's
expert on
yourself

(check out 20 ways to do it [here!](#))

Scott
Ginsberg

It's not how many
years you've been
around, it's what you
accomplished during
those years

Scott
Ginsberg

Do the work
once, benefit
many times

Scott
Ginsberg

Illegitimi
non
carborundum

(figure out what the heck this means here.)

Scott
Ginsberg

Allow customers
to participate
in your brand

Scott
Ginsberg

Give value
first

Scott
Ginsberg

If you aren't
being criticized,
you aren't doing
much

Scott
Ginsberg

You not only have
your name, but
what people say
after it

Scott
Ginsberg

Get fans,
not
customers

(learn 4 ways to do this [here](#))

Scott
Ginsberg

You become
what you
believe

Scott
Ginsberg

Figure out exactly
who you are, then
go be that person
every day

Scott
Ginsberg

Give customers
ideas they can
use tomorrow

Scott
Ginsberg

Listening is
not waiting
to talk

Scott
Ginsberg

The mind is a
self organizing
tool

(see how this ebook was written [here](#))

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Ginsberg

Don't wish it was
easier, wish you
were better

Scott
Ginsberg

If everybody
did exactly what
you said, what
would the world
look like?

Scott
Ginsberg

Work harder on
yourself than
on your job

Scott
Ginsberg

Confidence
is king

(learn why this word is valuable [here](#))

Scott
Ginsberg

Better than
yesterday but
not as good as
tomorrow

Scott
Ginsberg

Don't sell,
enable people
to buy

Scott
Ginsberg

Let
it go

Scott
Ginsberg

Be
that guy

(even if youre a girl, get started [here](#))

Scott
Ginsberg

Let your
customers
market for you

Scott
Ginsberg

Credibility
comes from
specificity

Scott
Ginsberg

Be the
only one

Scott
Ginsberg

The best
swimmers are
always in the
pool

Scott
Ginsberg

Make your
own music

Scott
Ginsberg

Be the change
you want to
see in the
world

Scott
Ginsberg

Work hard,
long and
smart

Scott
Ginsberg

Nice
always wins

(see pictures of this one [here!](#))

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Ginsberg

Always ask:
What's next?

Scott
Ginsberg

Make people
stop, listen
and say WOW

Scott
Ginsberg

It's not who
you know, it's
who knows you

Scott
Ginsberg

Be brilliant
at the basics

Scott
Ginsberg

Always be
interesting

Scott
Ginsberg

Always be
unforgettable

(discover 6 ways to do this [here!](#))

Scott
Ginsberg

The world
cannot resist
a man on a
mission

Scott
Ginsberg

If everyone says
you're out of your
mind, you just
might be onto
something

Scott
Ginsberg

Plant
impossible
gardens

Scott
Ginsberg

Do something
cool every
day

Scott
Ginsberg

The
End

Scott
Ginsberg

What are your best pieces
of business advice?

Write me at:

scott@hellomynameisscott.com

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Thanks for
reading!

-Scott

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