

the **181** motivators



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181 motivators

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justsell.com provides its subscribers and users with free just published sales leads, articles, templates, checklists, and guides.

It currently has more than 85,000 people subscribing to its email newsletters and enjoys serving over 125,000 visitors to its site each month.

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- sales professionals
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- 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 to help companies & individuals sell more™. Its phone number is 804-762-4500.

thank you

Thanks to the entire just sell® community for helping make **181 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? 181 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 beneficial.

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 through me
accomplishing a difficult task
solving a problem and moving forward
planning your work and working your plan
being relentless in seeking positive incremental improvement every day
putting excitement into what you do and having fun
being outdoors
change of scenery/ getting away
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	Ronald Reagan
Paul "Bear" Bryant	Cal Ripken, Jr.
Jesus Christ	John D. Rockefeller
Sir Winston Churchill	Knute Rockne
Walt Disney	Jim Rohn
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
Katharine Hepburn	Sylvester Stallone
Tom Hopkins	Mother Teresa
Michael Jordan	Jim Thorpe
Helen Keller	Brian Tracy
Martin Luther King, Jr.	Mark Twain
Ray Kroc	Leonardo da Vinci
Abraham Lincoln	Oprah Winfrey
Vince Lombardi	Zig Ziglar
Nelson Mandela	everyday heroes

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
- The Bible
- Don't Sweat the Small Stuff, Richard Carlson (1997)
- Eat That Frog! 21 Great Ways to Stop Procrastinating and Get More Done in Less Time, Brian Tracy (2002)
- 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 Become a Rainmaker: The Rules for Getting and Keeping Customers and Clients, Jeffrey Fox (2000)
- 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)
- 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)
- 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)
- 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, Norma 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)
- Rich Dad, Poor Dad, Robert T. Kiyosaki (2000)
- The Road Less Traveled, M. Scott Peck (1978, r2002)
- The Science of Success, Napoleon Hill (Individual Study Course)
- Self-reliance and Other Essays, Ralph Waldo Emerson (r1993)
- Seven Habits of Highly Effective People, Stephen Covey (1990)
- Spiritual Marketing: A Proven 5 Step Formula for Easily Creating Wealth from the Inside Out, Joe Vitale (2001)
- 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)
- Who Moved My Cheese?, Spencer Johnson (1998)
- writings by Henry David Thoreau
- poems by Walt Whitman

movies

8 Mile (2002)	Jonathan Livingston Seagull (1973)
Ali (2001)	Legally Blonde (2001), Legally Blonde 2 (2003)
Alive (1993)	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)	Mr. Holland's Opus (1995)
Brian's Song (1971)	My Body Guard (1980)
The Bridge on the River Kwai (1957)	October Sky (1999)
Chariots of Fire (1981)	On the Waterfront (1954)
Chocolat (2001)	Patton (1970)
Dead Poets Society (1989)	Remember the Titans (2000)
Defending Your Life (1991)	Renaissance Man (1994)
Door to Door (2002)	The Right Stuff (1983)
The Emperor's Club (2002)	Rocky (1976), Rocky II (1979), Rocky III (1982)
Field of Dreams (1989)	The Rookie (2002)
Forrest Gump (1994)	Rudy (1993)
Friday Night Lights (2004)	Scent of a Woman (1992)
Gandhi (1982)	The Shawshank Redemption (1994)
Gladiator (2000)	Stand By Me (1986)
Glengarry Glen Ross (1992)	Tucker: The Man and His Dream (1988)
Henry V (1989)	Vision Quest (1985)
Hoosiers (1986)	Wall Street (1987)
The Hurricane (2000)	Working Girl (1988)
Jerry Maguire (1996)	

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

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