

Sent: Thursday, November 06, 2008 6:48 PM

Subject: BIZ BANK SALES / LIFE QUOTE OF THE WEEK NOVEMBER 10, 2008

Dear Aquathin Dealer OnLine;

[BIZ BANK SALES-LIFE QUOTE OF THE WEEK NOVEMBER 10, 2008.pdf](#)

ATTACHED IS A NEW FEATURE BROUGHT TO YOU BY AQUATHIN BIZ BANK -- SALES / LIFE QUOTE OF THE WEEK. FIRST OPEN & REVIEW.

ENCOURAGE OPEN DISCUSSION OF THE ESSENCE OF THE ATTACHED QUOTE THAT TRANSCENDS TIME WITH YOUR SALES & TECH & OFFICE TEAM. ITS ALL ABOUT "PERSPECTIVE, PERCEPTION & BALANCE."

TALKING POINTS: I discovered that I always have choices and sometimes it's only a choice of attitude. We either make ourselves miserable, or we make ourselves strong...the amount of work is the same. Pessimism weakens...optimism empowers.

Check this out just for fun: What Makes 100%? What does it mean to give MORE than 100%? Ever wonder about those people who say they are giving more than 100%? We have all been to those meetings where someone wants you to give over 100%. How about achieving 103%? What makes up 100% in life?

Here's a little mathematical formula that might help answer these questions:

If:

A B C D E F G H I J K L M N O P Q R S T U V W X Y Z

is represented as:

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26.

Then:

H-A -R -D-W-O -R -K

8+1+18+4+23+15+18+11 = 98%

and

K -N -O -W-L -E-D-G-E

11+14+15+23+12+5+4+7+5 = 96%

But ,

A-T -T -I -T -U -D-E

1+20+20+9+20+21+4+5 = 100%

And,

B-U -L -L -S -H-I -T

2+21+12+12+19+8+9+20 = 103%

AND, look how far ass kissing will take you.

A-S -S -K -I -S-S -I -N-G

1+19+19+11+9+19+19+9+14+7 = 118%

So, one can conclude with mathematical certainty, that While Hard work and Knowledge will get you close, and Attitude will get you there, its the **Bullshit and **Ass kissing** that will put you over the top.**

Some of the Quotes are from great thinkers, doers and talents including Gandhi, Einstein, Churchill, Twain, Mother Teresa, Ford, Edison, Buffet, Epicurus, Cervantes, Bradbury, Freud, McCain, Confucius, Kay, Eastwood, Iacocca, Altman, Jobs, Depp, Jordan, Oprah, Shakespeare.

It's not important who said...the words survive the authors.

I RESPECTFULLY RECOMMEND THAT YOU PRINT IN COLOR, FRAME AND HANG IN YOUR TRAINING ROOM.

YOU WILL HAVE QUITE A COLLECTION VERY SOON !!!

I LOVE MY AQUATHIN ! AND REMEMBER, THE NEXT BEST THING TO OWNING AN AQUATHIN IS RECOMMENDING ONE TO A FRIEND !!

Let me know what you AquathinK !

Warmest regards to all...as well, your comments are always welcome and very much appreciated.

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Alfie

Alfred J. Lipshultz, President

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