

# 20 SUCCESSFUL ENTREPRENEURS SHARE THEIR BEST ADVICE



**Bill Gates**

"Success is a lousy teacher. It seduces smart people into thinking they can't lose."



**Steve Jobs**

"You can't connect the dots looking forward; you can only connect them looking backwards. So you have to trust that the dots will somehow connect in your future."



**Jack Ma**

"Alibaba is not just a job. It's a dream. It's a cause. Let the Wall Street investors curse us if they want."



**Mark Cuban**

"Do the work. Out-work. Out-think. Out-sell your expectations. There are no shortcuts."



**Barbara Corcoran**

"People want to do business with someone they like, if people like you, they're going to want to do business with you."



**Peter Thiel**

"This is, I think, the big problem with competition: it focuses us on the people around us, and while we get better at the things we're competing on, we lose sight of anything that's important, or transcendent, or truly meaningful in our world."



**Marissa Mayer**

"I always did something I was a little not ready to do. I think that's how you grow. When there's that moment of 'Wow, I'm not really sure I can do this,' and you push through those moments, that's when you have a breakthrough."



**Jeff Bezos**

"If you're competitor-focused, you have to wait until there is a competitor doing something. Being customer-focused allows you to be more pioneering."



**Steve Wozniak**

"If you love what you do and are willing to do what it takes, it's within your reach. And it's be worth every minute you spend alone at night, thinking and thinking about what it is you want to design or build."



**Katia Beauchamp**

"Balance is a long-term game. It's all work, all the time. It feels exciting, it's more intense than ever. I don't know how people do it without a partner."



**Jack Dorsey**

"Make every detail perfect and limit the number of details to perfect."



**Eric Schmidt**

"Find a way to say yes to things. Say yes to invitations to a new country, say yes to meet new friends, say yes to learn something new. Yes is how you get your first job, and your next job, and your spouse, and even your kids."



**Tony Hsieh**

"Don't play games that you don't understand, even if you see lots of other people making money from them."



**Marc Andreessen**

"Read Steve Martin's book 'Born Standing Up'. Seriously. It's so good they can't ignore you."



**Angela Ahrendts**

"Remember, the universal language is not texted, emailed, or spoken. It is felt."



**Aaron Levie**

"Products evolve based on assumptions that eventually become outdated. This is every incumbent's weakness and startup's opportunity."



**Richard Branson**

"My mother always taught me never to look back in regret but to move on to the next thing. The amount of time people waste dwelling on failures rather than putting that energy into another project, always amazes me."



**Warren Buffett**

"It takes 20 years to build a reputation and five minutes to ruin it. If you think about that, you'll do things differently."



**Mark Zuckerberg**

"The biggest risk is not taking any risk... In a world that's changing really quickly, the only strategy that is guaranteed to fail is not taking risks."



**Michael Dell**

"Be crazy and don't seek too much advice on what you propose to do."

# Business For Profits The Entrepreneurs Guide To Success

**David Baud**



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