"I'm not sure whether I was luck, smart, or both. One thing you realize is that your friends at the bank don't give a damn. It doesn't make much difference to them. The world Our businesses and we are complicated. We must simplify and start with ourselves. If everyone would start with himself, we'd be more successful. I have been."
"It's nice to be a nice competitor, but life today is not only dog eat dog, but rat eat rat. You've got to get out there and out work them. Outdo them with quality and performance and courtesy and leadership. If you're tired of it, you ought to retire to a rocking chair and get lost. Make room for somebody else. The fun is in the chase, and I'm still chasing. As long as you're green, you're growing, and as soon as you're ripe, you start to rot. There's no time for maturing, you're still growing, to start worrying about getting rotten. I'm

Be rich in your heart, in your soul, in your mind, and I'll guarantee you that you'll be rich in dollars, too."
"One of the basic philo
sophies in my com-
pany is that everybody
has an equal right to work
and an equal right to
think. And everybody is
encouraged to come up with
ideas. It is the right of
every employee to present
ideas, and it is the com-
pany’s obligation to adopt
good ideas thus presented."
"In the field we're in, the pressure to grow is very strong. The lessons are numerous, but the challenging and fascinating thing is that in starting a business, in watching it grow, you have the opportunity to experience every part of the business, to understand everything. The other interesting thing is that there are so many people who are willing to help.

"A small investment company is one of the toughest things I attempted to do. There's no business in this world that's more difficult than backing bright young engineers and guys who think they've got a new product but aren't good businessmen. I've made more mistakes in Navigan, sure Capital than you can imagine."