

The Little Black Quote Book™

Motivational Quotes and
Inspirational Messages
from Key Thought Leaders

By

Kevin Tacher
CEO, Independence Title

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Independence Title, Inc.
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www.MyTitleCo.com

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Message from the Author

Thank you for taking the time to read The Little Black Quote Book.

I have been providing my networking community a daily “Quote Action” to inspire and motivate them. All members of this community receive these “Quote Actions” in their email box 1, 3 or 5 times each week. Because of the numerous positive testimonials that I have received, I have decided to add some of these “Quote Actions” into this book. I have also added some motivational and inspirational messages from several speakers that I know as well as quotes that have had an impact on my life directly or indirectly.

If you would like to receive my daily “Quote Action” to inspire and motivate you to go further and reach higher then please visit KevinsQuotes.com to activate your free subscription.

My continued success would not be possible without all of the people that read and share my message of motivation. I am dedicated to the success of YOUR future business development and growth and welcome your questions anytime.

Kevin Tacher
Independence Title, Inc.

About the Author



Kevin Tacher is the Founder and Chief Executive Officer of Independence Title a Fort Lauderdale based Title Insurance Agency. Kevin is also a published author, a highly sought-after coach, key-note speaker and corporate trainer for individuals, business and organizations all around the country. Combining humor and rock solid bullet points of application-oriented information, audiences come away ready to immediately profit from Kevin's instruction and coaching. Unlike other title agencies Kevin specializes in helping Real Estate Professionals become a never-ending referral magnet, even when other Real Estate Professionals are struggling to get by regardless of the uncertain economic times. Kevin grew up on Long Island, NY. Prior to moving to Florida in 2001 Kevin was a fire fighter and Fire Safety Director for the Crowne Plaza Hotel in NYC. He moved to Florida just twenty days prior to September 11th, 2001.

Upon arriving in Florida, Kevin began working for a mortgage lender and then eventually earned his licenses as a mortgage consultant, real estate broker and title insurance agent.

Armed with the extensive knowledge and experience of the real estate industry, in 2003 Kevin opened his own business Independence Title. Kevin's experience gave him the ability to provide the full range of services for homeowners and real estate professionals throughout the State of Florida. Kevin is a Certified Endless Referrals Consultant with Burg International, which enables him to further fulfill his passion of providing others with valuable connections and resources to ensure their success. Kevin's loves scuba diving and lives in South Florida with his daughter Lindsay Rose. As a published author and national public speaker Kevin has shared the stage with some of the best motivational and real estate speakers in the country. It is Kevin's absolute pleasure to be an added value resource. For more information about Kevin please visit **KevinTacher.com** or call his office at **(954) 335-9305**.

Special Book Dedications

To my daughter Lindsay Rose Tacher who continues to be the inspiration in my life. For those parents you can understand where the motivation comes from. Lindsay Rose keeps me motivated to help others go further and reach higher just as I teach her to do. Always chase your dreams but always remember the road that will lead you home.

To my personal assistant and good friend Tracy Quinn. Thank you for all that you do to keep my business running. I know that with you on my team I will continue to always reach for the stars. I look forward to building future success together as a team.

To my dear friend Cynthia Benchick, if it wasn't for you I would not be where I am today. Your support and encouragement is exceptional and I am honored to be a part of your world class team of real estate professionals at Charles Rutenberg Realty.

To my good friend and life time referral partner Margie Casey. Thank you for your trust in referring me to the world. Your trust in me is invaluable and I honor the relationship we have built over the past several years.

Board of Directors



Many of the successful people I work with or whom I meet at seminars tell me that they have accomplished powerful individual goals by creating a personal board of directors. In forming this group, they tap into wisdom they normally would not have access to and they develop a support network.

A personal board will accelerate your entrepreneurial learning curve and it will help you take some of the fear out of the transition process. A personal board provides both wisdom and support for the attainment of a specific purpose. In your case, that purpose is to help you cross the chasm into the free agent world. Often in making big decisions, not enough options are considered.

Recognizing My Board of Directors



Lex Levinrad, Director
Distressed Real Estate Institute
LexLevinrad.com

David Dweck, Director
Boca Real Estate Investment Club
BocaRealEstate.net

Cynthia Benchick, Director
Charles Rutenberg Realty
RutenbergVirtual.com

Revi Goldwasser, Director
Entrepreneur and Self Employed Recruiter
JobsOnWallStreet.com

Thank You

Page of Gratitude

This page is dedicated to several people that have had an important impact on my life and continued success. Thank You

Tracy Quinn

My Administrative Assistant
Relationship Founded 2002

Lex Levinrad

Distressed Real Estate Institute
Relationship Founded 2003

David Dweck

Boca Real Estate Investment Club
Relationship Founded 2006

Peter Davidson

ADT Security Services
Relationship Founded 2007

Margie Casey

Southeast Discovery
Relationship Founded 2007

Cynthia Benchick

Charles Rutenberg Realty
Relationship Founded 2008

Bob Burg

Best Selling Author, Speaker and Mentor
Relationship Founded 2009

Success Element



**Does Networking
Really Work?**

Does Networking Really Work?

The phenomenal success that I have achieved from networking and how I changed my business through the concept of networking began back on March 29, 2007. At that time, I owned a small business called Independence Title. I relied on a few specific referral partners to generate 95% of my business. Many small business owners run their business this way and as you will see in the following story; this is NOT the way to grow a successful, profitable business.

At that time back in 2007, I shared office space inside a mortgage company and I considered myself lucky to have earned the inside title insurance business from this mortgage company. Then one day I thought to myself: "What am I going to do when the referrals run out?" Soon after that I noticed that the referrals were starting to run out just as I had envisioned. The market started to change for the worse and the business that was generated was a direct reflection of this change. Back then, I had never even heard of the concept of "networking" nor did I ever attend any networking events. It was sit in

my office every day and hope the business would continue to grow. Boy was I wrong about that.

One day my ADT Security Representative Peter Davidson who I have used on several occasions over the past several years gave me a call in my office. He said “Kevin I need you to come to this networking meeting on Thursday Morning at 7:00 AM”. I thought to myself, “Why on earth would I get up at this hour in the morning to meet people that aren’t even in my target market of real estate?” Well what a mistake I would have made if I had decided not to go to the meeting that day. So I got up that Thursday morning and I went to this meeting for a networking group called BNI - Business Network International.

I was not used to going to events like this and I was actually very scared and intimidated about the idea of walking into a room with more than sixty what I saw as successful business professionals.

Since then I have been a member and regional assistant director of BNI – Business Network International for over three years

and quite a few things have changed since that first meeting back on March 29, 2007.

I became the top referral generating member of my BNI chapter. I overcame my fear of public speaking and most importantly through networking at these weekly meetings landed what we call in networking “An Elephant Referral”. I am now the in house title insurance company for one of the largest real estate brokerages in South Florida - Charles Rutenberg Realty. This relationship was built entirely around networking and creating long lasting mutually beneficial relationships.

So going back to the original question and what so many business professionals and entrepreneurs wonder, does networking really work? This was the same question that I asked myself over and over again when I first started going to the weekly BNI meetings. Well I can tell you after three and a half years of networking that networking does really work. I am sitting here today and writing this book as a testament to the fact that networking really does work under one condition. You have to work it and understand that as Dr. Ivan Misner the

Founder of BNI says trust takes time to build and in time you will gain V-C-P which is Visibility and Credibility which in return will turn into Profitability in your business.

My key success factor is that you need to build significant long term, give and take, win win referral partnerships with people. You need to truly get to know them on a personal level before you will ever generate business at this greater level of engagement. Once you know them and they know about you then you will get to the point where they will know, like and trust you enough to do business with you and refer business to you continuously. Most people give up on networking before they even give it a real chance to start working. Success is a journey not a sprint. Think of it as a marathon that you are running. You do not get to the finish line without building a successful strategy and foundation on how you will get there first.

In my BNI group I met a successful entrepreneur by the name of Margie Casey. Margie changed my life one day by passing me one and only one referral. You see I built a, know, like and trust relationship with

Margie and one day she decided to give me a referral. She introduced me to a potential referral partner, Cynthia Benchick the Broker Owner of Charles Rutenberg Realty. This turned out over a period of two years to be the best referral partner that someone in my industry could wish for. It took me several months for me to gain visibility with Cynthia. Once the visibility was in place Margie kept talking about me building up my credibility. Then one day it all happened and I received the call at 5:00PM on a Tuesday afternoon to move into the office. I never looked back on my decisions and to this day I continue to add as much value to this relationship as I can. I work my relationships to make sure they are always in equity. Equity is very important in business. You need to make sure when you have relationships such as the one I have with Cynthia that you stay in equity and operate with the highest form of integrity that you possibly can.

So the next time you are at a networking event I encourage you to take your time and work on one relationship only and not everyone in the room. Don't rush to hand out business cards to everyone. Try and meet one to two new people each week, and form

an actual relationship with them. When they begin to know, like and trust you then they will begin to refer business to you naturally. At the end of this book I included my **Seven Successful Millionaire Dollar Connection Strategies** which were contributed in part by my friend Rick Iacona the Millionaire Connector and I hope that you take the time to read and implement these into your networking activities. They have been built over time and will work the next time you walk into a networking event.

I have built a long term meaningful relationship with several of the contributing authors in this book. They have helped me grow into the successful business professional that I am today. Remember that you never know where your next referral will come from. My good friend and mentor Bob Burg in his book “Go Givers Sell More” talks about the “Law of Left Field”. Sometimes opportunities just happen and it seems that they come out of left field even when you are not expecting them to happen.

Success Element



Success Quotes from Key Thought Leaders

“If you can Dream It, You Can Do It.”
Walt Disney

Success Quotes from Key Thought Leaders

“Lead, Follow or Get Out of the Way... In business, opportunities can either be stepping stones or stumbling blocks. When building your referral network in challenging economic times it's a matter of how you view them and which path you decide to journey down. If the path you take inspires others to go further, reach higher, then you are a leader.”

Kevin Tacher
Author, Speaker and Business Owner
Independence Title, Inc.
NetworkwithKevin.com



“Exercise your risk threshold, your tolerance for risk, like a muscle; eventually it will become stronger and able to withstand greater pressure”

Frank McKinney, Real Estate Artist
5 Times Bestselling Author
Frank-McKinney.com

“All things being equal, people will do business with, and refer business to, those people they know, like and trust.”

**Bob Burg, National Bestselling Author
and Co-Author of The Go-Giver and Go-Givers Sell More**



“You should live your life and run your business according to the “CHIP” Principle. Be consistent, be honest, act with integrity and most importantly be persistent. Never give up!”

**Lex Levinrad, Real Estate Investor,
Author, Speaker and Mentor**
LexLevinrad.com



“The successful person makes a habit of doing what the failing person doesn't like to do.”

Thomas Alva Edison
American Inventor

“Much of what happens to us in life is about the choices we make. Good choices; good results, bad choices; bad results. Choose wisely!”

John M. Sena
Sena Group Insurance Services
“Protecting What Matters Most To You”
TheSenaGroup.com



"It doesn't matter who you are, where you're from or what color you are, you can do anything you put your mind to."

Dale Carnegie, Bestselling Author
How To Win Friends & Influence People



“You can have everything in life you want, if you will just help enough other people get what they want.”

Zig Ziglar
Bestselling Author, Ziglar.com

“The truth is that referral networking is becoming an accepted and important marketing strategy in businesses worldwide. Obviously, there’s a very good reason for this: it works. It’s a cost-effective way to get in front of a bunch of new clients and it’s a much better way to keep a business prospering over the long term, because it’s built on mutually beneficial relationships between you and your fellow business owners. It’s powered by the oldest and most enduring principle of human society: Givers Gain®, the idea that the good you do will eventually come back to you in one form or another. Furthermore, the fact that we now live in a fully global society makes it very important to find things that bring us together—things that are similar for us all—and referral marketing does just that. The idea of growing your business through word of mouth is a concept that crosses cultural, ethnic, and political boundaries because we all speak the language of referrals, and we all want to do business based on trust.”

**Ivan Misner, NY Times Bestselling Author
and Founder of BNI and Referral Institute
BNI.com and ReferralInstitute.com**

“Each one of us has been blessed with the ability to succeed. Once we realize these blessings aren’t meant for our sole benefit, but must be used in order to assist those less fortunate, the ‘more’ we pray for may be granted.”

Frank McKinney, Real Estate Artist
5 Times Bestselling Author
Frank-McKinney.com



“I believe that being successful means having a balance of success stories across the many areas of your life. You can't truly be considered successful in your business life if your home life is in shambles.”

Zig Ziglar
Bestselling Author, Ziglar.com



“Being a leader involves more than just standing at the front of the line.”

John Di Lemme
Strategic Business Coach
ChampionsLiveFree.com

“If you don't respect the value of your time it's really hard to get anyone else to do the same.”

Terry Bean
Author and Keynote Speaker
TryBean.com



“Before success in any man's life he is sure to meet with much temporary defeat and, perhaps, some failure. When defeat overtakes a man, the easiest and most logical thing to do is to quit. That is exactly what the majority of men do.”

Napoleon Hill
Best Selling Author Think and Grow Rich



“Everything begins in thought. When you take on the thoughts of a winner, you'll know how to win.”

An Unknown Author

“The world is full of people that have great ideas that they never act upon. What the world really needs are more people that will act on their ideas instead of talking about them.”

**Lex Levinrad, Real Estate Investor,
Author, Speaker and Mentor
LexLevinrad.com**



“I remind everyone in sales (whether real estate or any other field) that we are in the same business: lead generation. Nothing happens, no business is done, no profit is made, unless we make our proverbial ‘phone ring’ by a potential client. That (generating leads) is the one skill that is crucial to our success... all other training, skill and expertise is of relatively less importance.”

**John Nestor
Founder, Charles Rutenberg Realty
Florida, Illinois and New York**

The ups and downs of business make me – and YOU --- Stronger. In business, as in life, great success is not always about “winning,” but about compromises, give and take, back and forth. Great success is also about learning and then moving forward with our knowledge and wisdom (two different things!) every single day. I am committed to daily learning, weather it is a new technique, a different technology or simply a different word to describe something. “Working smarter” and being “pleasantly persistent” are two of my favorite Dweckisms in my book. I truly believe that when everyone wins, then, well, everyone wins. Such is result of a truly well-done business practice or approach, from negotiation to networking to closing to marketing.

David Dweck, Realtor and Investor
Author of Dweckisms & Other Positive
Affirmations and Inspirations
Boca Real Estate Investment Club
BocaRealEstate.net

"Leaders need to be optimists. Their vision is beyond the present."

Former NYC Mayor, Rudy Giuliani



"The amount of posture you have and the amount of posture you display is directly proportional to the number of quality names on your list—your inventory."

**Bob Burg, National Bestselling Author
and Co-Author of The Go-Giver and
Go-Givers Sell More**



"You are not stuck. You can change. You just need to make the decision to do it! Others have done it before you and you can too. But it starts with a single thought in your head that says; 'I can do this'"

**Lex Levinrad, Real Estate Investor,
Author, Speaker and Mentor
LexLevinrad.com**

"Ask and You Shall Receive... I do believe that in order to get referrals we need to ask. The key, however, is to know how to ask and when it is appropriate to make the request. When is the right time, you ask? The right time to ask for a referral is when BOTH parties are in the Credibility phase of the referral relationship. Networking should not be a system that ends up alienating your friends and family. Be conscious of the deposits you make into your relationships before you start "writing checks" or, in essence, asking for referrals from those with whom you have relationships."

Mike Macedonio
New York Times Best Selling Author
President & Partner Referral Institute
ReferralInstitute.com



"You have the right to achieve your dreams, and no one can take that away from you. However, YOU are the only one that can exercise that right."

John Di Lemme
Strategic Business Coach
ChampionsLiveFree.com

“Losing focus on your goals happens to many people. Stop...take an hour, a day, a week if need be, write your why? Why are you doing whatever it is you are trying to do? Your WHY is what drives you to do things others don't or won't do. Anyone with a BIG enough why can live with any what or how.”

Michael J. Van Horn, Speaker and Coach
MoneyMagnetMan.com



"When you truly connect with your divinely inspired life purpose, you will realize there is a powerful and profound reason for your unique talents and gifts. This is no longer just about you. You now have an obligation to share the "Real You" with the world. There is no turning back!"

AmondaRose Igoe, Author and Trainer
Leading Expert in Public Speaking
HighPerformanceSpeaking.com

“Don’t listen to anyone’s negative opinion. Everyone has a negative opinion. Instead surround yourself only with positive motivated people that have positive comments and always strive to be better and more successful.”

**Lex Levinrad, Real Estate Investor,
Author, Speaker and Mentor
LexLevinrad.com**



“The first word in Givers Gain® is "givers". This is important. It signifies that the act of giving is the first & most important part of the principle. It does not, however, mean that every act of giving will be immediately rewarded by the recipient. On the contrary, the idea driving Givers Gain is, paradoxically, the principle of giving without the expectation of an immediate return.”

**Ivan Misner, NY Times Bestselling Author
and Founder of BNI and Referral Institute**

“Time is free, but it's priceless. You can't own it, but you can use it. You can't keep it, but you can spend it. Once you've lost it you can never get it back.”

Harvey MacKay
Business Motivational Speaker
HarveyMacKay.com



“To be really successful at something you need to be the best in your field of expertise. The only way you can achieve this is by specializing, putting in the hours and working hard. You cannot become an expert in anything if you give up without putting the time in.”

Lex Levinrad, Real Estate Investor,
Author, Speaker and Mentor
LexLevinrad.com



“Everyone is gifted - but some people never open their package”

An Unknown Author

“There are two kinds of people in the world; Those that think they CAN and those that think they CAN'T. The amazing truth; they are both RIGHT.”

Paul Efron
Motivational Speaker



“Don't be a cynic. The world is full of skeptical people. Investigate the subject, educate yourself on it and then make an informed decision for yourself. Don't rely on other people's opinions.”

Lex Levinrad, Real Estate Investor,
Author, Speaker and Mentor
LexLevinrad.com



“The stream you drink from is the stream you think and eventually it's the stream that you become”

Simon T. Bailey, Success Catalyst and
Author of Release Your Brilliance
SimonTBailey.com

“Why is it that 10% of the experts in any field are doing 90% of the business? The reason is simple. There is no competition! Most people are not willing to put the time in to become experts in their field and most people are too lazy to work as hard as they need to in order to make it to the top 10%.”

**Lex Levinrad, Real Estate Investor,
Author, Speaker and Mentor
LexLevinrad.com**



“Remember when teachers yelled at you for day dreaming in class? Well guess what? Successful people day dream in vivid color! Creating your success in a day dream can create your reality. The most powerful tool we possess is our mind. Our beliefs are very powerful and learning to harness them can create health, wealth and success. Our MindTalk can determine if we are to be successful or ordinary. What will you create today?”

**Yvonne Haase, LMHC, CHT
Creative Resolution Wellness Group
CreativeWellnessGroup.com**

"Effective networking is more about going deeper than it is about going wider."

Mike Macedonio
New York Times Best Selling Author
President & Partner Referral Institute
ReferralInstitute.com



"I know I can sustain any storm in my life, because I have seen the forecast and prepared for the weather ahead of me"

John Di Lemme
Strategic Business Coach
ChampionsLiveFree.com



"Every thought that keeps you from taking action towards your dreams is a brick in the fortress of your prison"

Jordan Adler, Entrepreneur
Author of 'Beach Money'
BeachMoney.com

“From the on-the-street salesperson to the attorney, from the entrepreneur to the accountant, endless referrals are important. From the financial advisor to the architect, from the automotive sales professional to the Realtor®, endless referrals are crucial. From the home-based business owner to the insurance agent, and from the network marketer to the software consultant, endless referrals are the cornerstone of business. Without being solidly based on endless referrals from our customers, clients, and everyday contacts, the fate of any business becomes a nerve-wracking mystery, dependent on the whims of current economic conditions and buying moods.”

**Bob Burg, National Bestselling Author
and Co-Author of The Go-Giver and Go-
Givers Sell More**



“Success is in the moment; so make every moment count”

**Omar Periu
Master Motivational Teacher
OmarPeriu.com**

"In the cycle of life we must not throw away today those things which can benefit our tomorrow. Recycling is a necessary thing to do in order to keep the earth safe. Just like motivation and inspiration it makes people feel good to do it."

Lindsay Rose Tacher
Entrepreneur and Student
LindsayTacher.com



"I so want to be rich...OH wait a minute...I AM! I have a roof over my head; my bills are paid for this month & have enough in the bank to pay my bills for next month. I have a full tank of gas, food in my belly, a ton of authentic, genuine friends, the most awesome clients, my puppies, my health and my amazing life! As far as I am concerned, I am a gazzillionaire!!! You see...it's only in the perception now isn't it?"

IN Light, Love & a Whole Lot of Laughter!

Kimberly West
Messenger, Author and Spiritual Coach
AllowYourSpiritToSoar.com

“Success is not based on who has been there the longest, has the most skill or knowledge. It’s often driven by who wants it the most.”

**Brian Tacher, President's Club Member
and Senior Specialty Sales Rep.
Pharmaceutical Industry, New York City**



"In any successful business as the owner we often give assignments to our professional staff. Sometimes they don't know where to begin or what direction to go. As a business owner in reviewing their work or assisting them with tasks I often say.... Use the resources you already have available as your finger tips because they will usually show you the best path to head down."

**Robert A. Manela, CPA
Manela & Associates, CPAs
ManelaCPAs.com**

"My three favorite sayings that if you learn, understand and practice them you will be super successful. First, be happy for no reason. Secondly, I must get out of the way of myself, for I am the only one holding me back. Thirdly, only set one goal for yourself; what can I do today to get me closer to where I want my business and myself closer to where I will be."

Robert Shemin, Your wealth coach
New York Times Best Selling Author
GetRichwithRobert.com



"Success is showing up and making a commitment"

David Dweck, Realtor and Investor
Boca Real Estate Investment Club
BocaRealEstate.net



"People don't care how much you know until they know how much you care."

Ivan Misner, NY Times Bestselling Author
and Founder of BNI and Referral Institute

“Intelligence grows in a happy mind. When the public knows you know your industry, repeat referral business continues to flow smoothly. Education will never disappoint you.”

Cynthia Benchick, Managing Partner
Charles Rutenberg Realty, LLC
RutenbergVirtual.com



“Your image is important; your reputation and character are more important”

David Dweck, Realtor and Investor
Boca Real Estate Investment Club
BocaRealEstate.net



"Don't burn the bridges of your past; they may lead to the path of your future."

Diane Reiner
CEO, Act Telecom, Inc.
ActTelecom.net

*"Life is what happens to you while you're busy making other plans." **John Lennon***

"So often in our lives...we get caught up in our own world... forgetting the little things in life. Be grateful for today, because you do not know what tomorrow will bring. Don't wait until a tragedy strikes to tell someone you appreciate them, love them, care for them, or value them. Set your goals and focus on them. Take action everyday to be the best you can be...laugh, be happy, and try to help others. Complaining and being negative does nothing for you except make you miserable, undesirable, and most times unsuccessful. To be successful you must be grateful, positive, and happy helping yourself, but most importantly, helping others!"

These are things that I try to live by that help me sleep at night.

Violet Nikolici Lowrey MBA, CPRW
A Plus Professional Resumes
APlusProfessionalResumes.com

Success Element



Is Change Good?

*Are you an Optimist or a
Pessimist?*

Is Change Good?

I am asked all of the time about change in business. Is change good? The question comes down to the specifics of the change. Whether you are a sole entrepreneur or you manage a team of professionals how do you inspire your team to grasp the concept that change is good?

An optimist will naturally see the change as something to learn and grow from, and an opportunity to make things better. A pessimist will see the change as a problem, something that is causing him/her problems and think that change is bad and that it is something that makes everything in life worse.

Once change starts you begin the journey down a new path. Now the key is to make sure that it's the right path and if not then you have to adjust the direction. Remember that each path you go down the choice is yours and the choices that you make along the way will either be stepping stones or stumbling blocks.

If you get knocked down then you just need to get back up and change your focus a bit. Get more clarity in the specific outcome that you are seeking and you will see that things get clearer.

True success comes from teamwork and the more you communicate and engage your team in the change the better your outcome will be. Focus on the strengths of your employees and create success together. Empower each other to go further and reach higher.

Success Element



Kevin's Daily QuoteActions

*Daily Quotes and Actions for
Living an Xtraordinary Life!*

Kevin's Daily QuoteActions
www.KevinsQuotes.com

We live in a world that is both very fast-paced and competitive. In order to be successful in this environment, you must always be learning. Quotes are great tools to learn because they contain lots of wisdom in a very short space. However information without action is only philosophy and Action is what pays the bills. That's why QuoteActions are so powerful.

Rick Itzkowich
The LinkedIn Guy
ProductiveLearning.com



Quote: "The proper function of man is to live, not to exist. I shall not waste my days in trying to prolong them. I shall use my time more wisely." *American Author, Jack London*

Action: Your action is to start planning an adventure, whether it is a hike, a bike ride or a trip to an exotic location!

Quote: "We can't change the cards we're dealt, just how to play the hand." *Professor, Randy Pausch*

Action: Your action is to take a situation that has you worried or upset and see what you can do to make the best of it.



Quote: "Talent without discipline is like an octopus on roller skates. There's plenty of movement, but you never know if it's going to be forward, backwards, or sideways." *Writer, H. Jackson Brown, Jr.*

Action: Your action is to finish a project you have been procrastinating on.



Quote: "The best leader is the one who has the sense to surround himself with winning people." - *An Unknown Author*

Action: Your action is to see if you have surrounded yourself with good people. If you have, be sure to congratulate yourself. If you haven't, set out to correct it.

Quote: "Ignorance on fire is better than knowledge on ice. But there's nothing more powerful than knowledge on fire."
BNI Founder, Dr. Ivan Misner

Action: Your action is to implement a specific idea from all the information you recently acquired from a book, article or workshop.



Quote: "There's no reason to be the richest man in the cemetery. You can't do any business from there." *Colonel, Harland Sanders*

Action: Your action is to see if your financial pursuits are in alignment with your values.



Quote: "Your integrity will affect your destiny; don't leave home without it." *Author, Clarence E. Hodge*

Action: Your action is to operate as if everything you say or do today will be published online tomorrow.

Quote: "A person's worth in this world is estimated according to the value they put on themselves." *French Writer, Jean De La Bruyere*

Action: Your action is to identify what personality trait you value most about yourself.



Quote: "We could never learn to be brave and patient if there were only joy in the world." *Author and Educator, Helen Keller*

Action: Your action is to focus on exercising more patience while driving or waiting in line.



Quote: "When the past controls the present, the future is a rerun." *An Unknown Author*

Action: Your action is to see if you are holding off making some decisions because of what happened in the past.

Quote: "Making the most of other people's strengths and the least of their weaknesses is a surefire formula for managerial success." *An Unknown Author*

Action: Your action is to acknowledge someone for something they do well.



Quote: "As we sail through life, don't avoid rough waters, sail on because calm waters won't make a skillful sailor." *An Unknown Author*

Action: Your action is to push yourself to do something that you're uncomfortable doing.



Quote: "It's not that I'm so smart; it's just that I stay with problems longer." *Albert Einstein*

Action: Your action is to see if there's a computer program you found difficult and consider revisiting using it.

Quote: "The best way to predict your future is to create it!" *Abraham Lincoln*

Action: Your action is to spend 15 minutes either writing or thinking about the future you want to create in a particular area of your life.



Quote: "A point of view can be a dangerous luxury when substituted for insight and understanding." *Communications Theorist, Marshall McLuhan*

Action: Your action is to look at one of your strongly held points of view from a different perspective. See if you gain some new understanding--helping you feel differently about it.



Quote: "There is no magic in magic; it's all in the details." *Walt Disney*

Action: Your action is to check that the batteries in your home smoke alarms are working.

Quote: "Friendship is a plant we must often water." *German Proverb*

Action: Your action is to reach out to one of your friends and just say hello.



Quote: "In the long run you will receive more from life doing the job you enjoy than you will ever earn in money from a job you loathe." *Motivational Speaker, Terry L. Mayfield*

Action: Your action is to reflect on how much you enjoy your job. If you're not enjoying what you're doing, do something about it or commit to doing something else instead.



Quote: "Shoot for the moon. Even if you miss, you'll land among the stars." *Musician, Brian Littrell*

Action: Your action is to review one of your personal or business goals and take it up a notch higher.

Success Element

5

Seven Successful Million Dollar Connection Strategies



Seven Successful Million Dollar Connection Strategies

Strategy Number One

“Smile 101” - Meet each new acquaintance with a positive smile. Many entrepreneurs that go to networking events are there for the first time. When they are greeted with your authentic smile, they will feel very at ease, and it will be more comfortable for them to start engaging in a conversation with you.



Strategy Number Two

“Do you know that Kevin Guy?” – Always introduce yourself at a networking event using your “First and Last Name”. For example “Good Morning I’m Kevin Tacher”. This will separate you from the majority of the people who only use their first name. Remember that people will differentiate you from others if they know you’re your First Name as well as your Last Name.

Here is a ***BONUS*** - Place your name tag on the right side of your jacket or outfit. When you are greeting someone with a handshake their eyes will automatically be looking in the direction of your name tag.



Strategy Number Three

“Be Careful What You Say” – I try to always start a conversation with a compliment. Can you think back to the last time someone paid you a compliment when you first met? How did this make you feel? “There are high spots in all of our lives; and most of them have come about through encouragement from someone else. I don’t care how great, how famous or successful a man or woman may be, each hungers for applause” Author George Matthew Adams.

Strategy Number Four

“How Do You Make Them Feel” – Always ask what we call “Feel Good Questions”. Bob Burg, co-author of *The Go-Giver*, *Go-Givers Sell More* and author of *Endless Referrals* suggests you use these questions as your guide when you meet someone new. Rather than handing them a card try asking them questions that will elicit them to talk about themselves. Fact - Did you know that people would much rather talk about themselves than hear you talk about yourself. Try these questions out for a test run. Get your 10 Questions by visiting BobBurgConsultant.com/10q.html

F-O-R-M *BONUS* - Try asking them about these four topics to learn more about them as a person...

- A)** Ask them about their **F**amily
- B)** Ask them about their **O**ccupation
- C)** Ask them what they do for **R**ecreation
- D)** Ask them what their **M**essage is (what they deem important)

Strategy Number Five

“What Sets You Apart?” – Bob Burg says there is One Key Question that will set you apart from everyone else when attending a networking event. *“How can I know if someone I’m talking to would be a good prospect for you?”*



Strategy Number Six

“Do You Set Goals?” - Create a goal to spend your time with no more than two or three people at each networking event. This will give you the opportunity to really get to know them better and begin a relationship based on trust rather than traditional sales. Remember bring no more than 5 business cards to the event and if you hand out 3 to valuable relationships you have started your journey towards a *“Million Dollar Referral Connection”*.

Strategy Number Seven

“Do You Follow Up?” – Do you have a follow up system in place? You should always follow up with your new connections within 48-72 hours.

This will certainly set you apart from others. It is a fact that a small percentage of people ever follow up with potential relationships. You can use handwritten notes, email messages, www.sendoutcards.com, social media connection requests (Facebook, LinkedIn, Twitter) or how about the most important one... Pick up the telephone and say “Hi this is Kevin Tacher and we met the other day at the Chamber Mixer. I wanted to call to say it was a pleasure meeting with you. Would you be interested in setting up a time where we can sit down and explore the opportunity of creating a referral relationship?”

Special Bonus Strategy

BONUS - As Dr. Ivan Misner the Founder of BNI - Business Network International says “You can network anywhere, anytime even at a funeral so as long as you honor the event”.

Success Element



You are what you tolerate

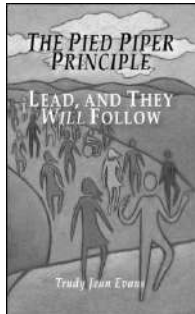
By Contributing Author

*Trudy Jean Evans, Author of
“The Pied Piper Principle; Lead
and They Will Follow”*

You are what you tolerate...

In Taylor Caldwell's book, *Captain and the Kings* she wrote that line and it has stuck with me for years. In fact, some people actually give me credit for it because I say it all of the time. Yet, I always acknowledge the wisdom of this great author for allowing me to use her verbiage to influence others....and here is how I do it.

What are the things that are in your control that you tolerate? Are you satisfied with poor behavior from your children? Do you accept your employees are always late? Will you endure rude



customer service? Can you move throughout your day accepting disrespect?

Those questions really make one think don't they?

And the reason you are grappling with them is because you know you deserve the best that life has to offer. You should surround yourself with only those as deserved as you are. If you will agree with me on that simple statement, we can move on. If not, please stop reading and move on.

Ah, so you stayed with me. You chose to read on. I will begin with “Thanks!” I appreciate your willingness to explore how your level of tolerance has positively and negatively affected your life. Having said that, let us continue.

Where ever you are this moment you need to take responsibility for putting yourself there. You are the very product of you what you have tolerated over the years. Sitting in a fine hotel? It is because you expected the best. Reading this on a dilapidated bench in the cold? It is because you are willing to tolerate lack.

Whatever conditions you are living with, it is absolutely because of your level of tolerance.

Whether you are overweight or in the best of health, in a relationship of adoration or hate, rich or poor, the circumstances are all the same. You get back exactly what you are willing to tolerate.

So, from this moment forward realize the truth behind the statement. Raise your awareness. Demand the best in your life. For, the truth is and always will be: “You are what tolerate.”

Taylor Caldwell – *Captain and The Kings.*

Testimonial

I have had the pleasure and the privilege of calling Kevin Tacher a business associate and more importantly a friend. As I've stated numerous times, who you are in business reflects who you are in other areas of your life. Kevin is always adding value to other people's lives and that makes a difference in today's challenging environment.

I am always looking for new ways to be inspired and that's what Kevin's book is all about. One of my favorite Dweckism's especially during tough times is: "I'm a winner; not a whiner. I am a warrior; not a worrier". Kevin is both a winner and a worrier, as he has proven to be tenacious enough to close some difficult real estate deals for me and survived a challenging real estate market.

I know Kevin shares my belief that we are satisfied when we achieve something where everyone wins. Kevin continues to win since he puts 100% of his time, energy and efforts to assist others. I know by reading Kevin's book you will add to your success!

David Dweck, Realtor and Investor
"Doing Deals Daily"

Summary

I hope you enjoyed reading The Little Black Quote Book as much as I have enjoyed writing it. I hope you are able to implement some of the books inspiration and motivation into your business and personal life.

Please feel free to join me in the future at many of the local networking meetings that I attend in South Florida each week. I have local meetings in South Florida several times each month. You can usually find me at all of the local real estate events as well so please make sure to come up and introduce yourself.

If you enjoyed reading this book and would like to share your positive feedbacks and thoughts I will be very happy to post your positive testimonials on my website.

Please email me at your convenience:
Kevin@KevinTacher.com

If you are in Real Estate I hope that you choose Independence Title for your next closing. However, if you don't, I hope that you learned something useful from this book that will help you take your business to higher levels. – **Kevin Tacher**

Independence Title



Independence Title provides real estate and mortgage settlement services throughout the State of Florida. As agents for Old Republic National Title Insurance Company, we have the resources available to close any deal, anywhere and at any time. We pride ourselves in providing the best the industry has to offer in pricing, technology and customer service. We welcome you to browse our website and contact us with any questions you may have regarding our company and the services we provide.

Our Mission is to be the most efficient title company in the industry. We strive to empower our relationships with proven strategic alliances by offering competitive pricing and delivering a fast and efficient experience. This is accomplished by both anticipating the needs and exceeding the expectations of our clients.

We look forward to serving you soon!

Independence Title Staff

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