



## No Big Wins

Greater Rochester  
&  
Buffalo Niagara  
Postal Customer Councils

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A “big win” is a singular,  
positive event that has a significant and  
long-term impact on your life.

Learn the Little Lessons.

**Good Ideas Come From Anywhere.**

“I remind myself every morning: Nothing I say this day will teach me anything.

So, if I'm going to learn,  
I must do it by listening.”

Larry King

## **Defend Your People.**

“Success is the result of perfection, hard work, learning from failure, loyalty to those for whom you work, and persistence.”

General Colin Powell

## **Be Honest With Your People.**

“No matter what accomplishments you achieve, somebody helps you.”

Althea Gibson

## **Network in Your Own Organization.**

“Your power is almost directly proportional to the thickness of your Rolodex, and the time you spend maintaining it.”

Tom Peters

## **Know What You Want.**

“A leader is one who knows the way, goes the way and shows the way.”

John Maxwell

## **There Are No Shortcuts.**

“Nothing worthwhile comes easily...Work, continuous work and hard work, is the only way to accomplish results that last.”

Hamilton Holt

## **Don't Take Yourself Too Seriously.**

“The human race has one really effective weapon, and that is laughter.”

Mark Twain

Learn the Little Lessons.

Love the Little Lessons.

Love your life.

## Questions?

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