

# Frappicisms

Success in Business and Life



## Frappicisms

### Success Secrets

If you don't, "Act as if your name were on the door," it never will be.

Our goal should not be to be employed, but to be employable.

The future belongs to charismatic communicators who are technically competent.

You do what you have to do, to do what you want to do.

There is natural talent, but not overnight success.

It is not who you know, but who wants to know you.

To position yourself ahead of your competition, you have to negotiate from strength: who you are, who you are perceived to be, who is on your side.

It doesn't matter how good you are. The world has to know it.

Develop the art of being exceptional.

You don't get paid for everything you do; it is the cost of doing business. Be confident you will be repaid. It may take a while.

It is easier to be a success when you have supportive friends who are excited about your accomplishments.

You may not lack the talent, but the patience.

Do everything better than you and your competition did up until now.

Is everyday a learning experience?

Shameless self-promotion is not only desirable, it's essential. Advertise yourself!

You are the Chairman of the Board of your own career.

Have an overall marketing strategy for your career.

If you don't toot your own horn, there is no music.

The quality of your life doesn't depend on your situations and circumstances, but on how you respond to them.

If you change your thinking just a few degrees, you'll see a whole new world.

It's better to do something for nothing than nothing for nothing.

Take every crumb they throw you and handle it magnificently.

Every time you have a conversation, opportunity is knocking.

Make decisions focused on where you want to be, not where you are now.

Nothing will position you ahead of the crowd as much as being a powerful, persuasive presenter.

Habits are like railway tracks. They take a long time to put into place. When there, they will take you anywhere you want to go.

Where do I want to be in five years? Make decisions and take action for where you want to be, not for where you are.

Always dress as well as your executive clients. Dress to match the quality of your brand.

A team is a group of people who may not be equal in experience, talent, or education but in commitment.

FRIPP Frequently Reinforce Ideas that are Productive and Profitable.

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When your message must be memorable, your presentation powerful, and your sales successful, Patricia Fripp can help. Patricia's latest book is *Deliver Unforgettable Presentations*. Co-authors Darren LaCroix and Mark Brown are both Toastmasters World Champions of Public Speaking.

Her online learning platform—FrippVT *Powerful, Persuasive Presentations*—is embraced as a “must-have” by speakers and companies worldwide.

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