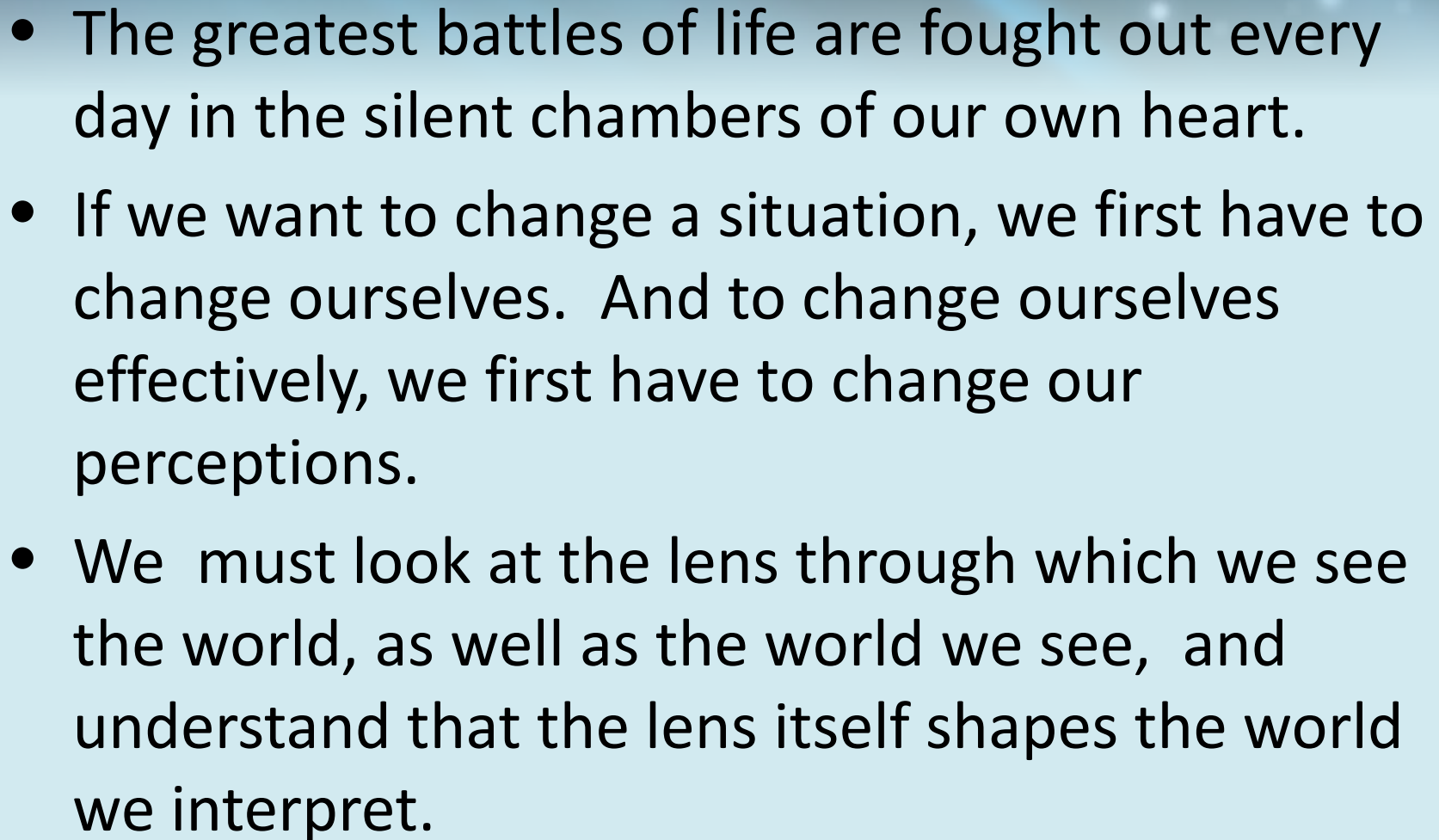


The background of the slide is a dark blue gradient with several bright, glowing light streaks that curve across the frame. Scattered throughout are numerous small, white, star-like particles of varying sizes, creating a sense of depth and movement, similar to a starfield or a nebula.

# Quotes for CBE Online

- The 7 Habits help you become strong in the hard moments. If we take the easy road in the hard moments, we'll find ourselves caving in on many things.
- The hard moments are the hard realities of everyday life. Stephen says, "I am absolutely convinced that when we are truly strong in the hard moments, everything else is essentially, "cake."
- The habits are founded on self-evident principles which are almost synonymous with success or effectiveness.
- The 7 Habits tap into a tremendous reservoir of new capacities and potential that lie within each one of us.

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- The greatest battles of life are fought out every day in the silent chambers of our own heart.
  - If we want to change a situation, we first have to change ourselves. And to change ourselves effectively, we first have to change our perceptions.
  - We must look at the lens through which we see the world, as well as the world we see, and understand that the lens itself shapes the world we interpret.

- We simply assume that the way we see things is the way they really are or the way they should be. And our attitudes and behaviors grow out of those assumptions.
- Each of us has many, many maps in our head which can be divided into two main categories: *maps of the way things are, or realities*, and *maps of the way things should be, or values*. We interpret everything we experience through the mental maps.

- Many people experience a fundamental shift in thinking when they face a life-threatening crisis and suddenly see their priorities in a different light, or when they suddenly step into a new role, such as that of husband or wife, parent or grandparent, manager or leader.
- Paradigms are powerful because they create the lens through which we see the world. The power of a paradigm shift is the essential power of quantum change, whether that shift is an instantaneous or a slow and deliberate process.

- Our character, basically, is a composite of our habits. Because they are consistent, often unconscious patterns, they constantly, daily express our character and produce our effectiveness...or ineffectiveness.
- The 7 Habits provide an incremental , sequential, highly integrated approach to the development of personal and interpersonal effectiveness.
- The 7 Habits move us progressively on a Maturity Continuum from *dependence* to *independence* to *interdependence*.

- Maturity Continuum

- Dependence is the paradigm of you. Dependent people need others to get what they want.
- Independence is the paradigm of I. Independent people can get what they want through their own effort.
- Interdependent people combine their own efforts with the efforts of others to achieve their greatest success.



- Private victories precede public victories. You can't invert that process any more than you can harvest a crop before you plant it.



- When two people in a marriage are more concerned about getting the golden eggs, the benefits, than they are in preserving the relationship that makes them possible, they often become insensitive and inconsiderate, neglecting the little kindnesses and courtesies so important to a deep relationship. They begin to use control levers to manipulate each other, to focus on their own needs, to show the wrongness of the other person. The love, the richness, the softness, the spontaneity begin to deteriorate. The goose gets sicker every day.

- Change-real change- comes from the inside out. It comes from striking at the root-the fabric of our thought, the fundamental, essential paradigms, which give definition to our character and create the lens through which we see the world.

- We are not our feelings. We are not our moods. We are not even our thoughts. Self-awareness enables us to stand apart and examine even the way we “see” ourselves-our self-paradigm, the most fundamental paradigm of effectiveness. It becomes our map of the basic nature of mankind.

- Too often parents are trapped in the management paradigm, thinking control, efficiency, and rules instead of direction, purpose and family feeling.
- You can't be successful with other people if you haven't paid the price of success with yourself.

- It becomes obvious that if we want to make relatively minor changes in our lives, we can focus on our attitudes and behaviors. If we want to make significant, quantum change, we need to work on our basic paradigms.
- Be patient with yourself. Self-growth is tender; it's holy ground. There's no greater investment.
- Each of us tends to think we see things as they are, that we are *objective*. But this is not the case. We see the world, not as *it is*, but as *we are*, or as we are conditioned to see it.

- The more closely paradigms are aligned with universal laws the more accurate and functional they will be. Correct maps will infinitely impact our personal and interpersonal effectiveness far more than any amount of effort expended on changing our attitudes and behaviors.

- If you adopt a pattern of life that focuses on golden eggs and neglects the goose, you will soon be without the asset that produces the golden eggs. On the other hand, if you only take care of the goose with no aim toward the golden eggs, you soon won't have the wherewithal to feed yourself or the goose.



- You can replace old patterns of self-defeating behavior with new patterns, new habits of effectiveness, happiness, and trust-based relationships. We encourage you to open the gate of change and growth.
- Until a person can say deeply and honestly, “I am what I am today because of the choices I made yesterday,” that person cannot say, “I choose otherwise.”

- Whatever is at the center of our life will be the source of our security, guidance, wisdom and power.
- Our paradigms are the source of our attitudes and behaviors. We cannot act with integrity outside of them. We simply cannot maintain wholeness if we talk and walk differently than we see.

- Principles are not *values*. A gang of thieves can share values, but they are in violation of the fundamental principles we're talking about. Principles are the territory. Values are the maps. When we value correct principles, we have truth—a knowledge of things as they are.
- By centering our lives on timeless, unchanging principles, we create a fundamental paradigm of effective living. It is the center that puts all other centers in perspective.

- We are more in need of a vision or destination and a compass (a set of principles or directions) and less in need of a road map. We often don't know what the terrain ahead will be like or what we will need to go through it; much will depend on our judgment at the time. But an inner compass will always give us direction.
- To try to change outward attitudes and behaviors does very little good in the long run if we fail to examine the basic paradigms from which those attitude and behaviors flow.

- Principles are guidelines for human conduct that are proven to have enduring, permanent value. They're fundamental. They're essentially unarguable because they are self-evident. One way to quickly grasp the self-evident nature of principles is to simply consider the absurdity of attempting to live an effective life based on their opposites. I doubt that anyone would seriously consider unfairness, deceit, uselessness, mediocrity, or degeneration to be a solid foundation for lasting happiness and success.

- People are very tender, very sensitive inside. I don't believe age or experience makes much difference. Inside, even with the most toughened and callous exteriors, are the tender feelings and emotions of the heart. That's why in relationships, the little things are the big things.

- Each of us has roots and the ability to trace those roots, to identify our ancestors. The highest and most powerful motivation in doing that is not for ourselves only, but for our posterity, for the posterity of all mankind. As someone once observed, “There are only two lasting bequests we can give our children—one is roots, the other wings.”



- In the words of Thoreau, “For every thousand hacking at the leaves of evil, there is one striking at the root.” We can only achieve quantum improvements in our lives as we quit hacking at the leaves of attitude and behavior and get to work on the root, the paradigms from which our attitudes and behaviors flow.

- Difficult circumstances often create paradigm shifts, whole new frames of reference by which people see the world and themselves and others in it, and what life is asking of them. This new, larger perspective reflects the attitudinal values that lift and inspire us all.

- To maintain the Production/Production Capability balance, the balance between the gold egg (production) and the health and welfare of the goose (production capability) is often a difficult judgment call. But I suggest it is the very essence of effectiveness.

- Whether they shift us in positive or negative directions, whether they are instantaneous or developmental, paradigm shifts move us from one way of seeing the world to another. And those shifts create powerful change. Our paradigms, correct or incorrect, are the sources of our attitudes and behaviors, and ultimately our relationship with others.

- Paradigms are inseparable from character. *Being is seeing* in the human dimension. And what *see* is highly interrelated to what we *are*. We can't go very far to change our seeing without simultaneously changing our being and vice versa.

- Basing our happiness on our ability to control everything is futile. While we do control our choice of action, we cannot control the consequences of our choices. Universal laws or principles do. Thus, we are not in control of our lives; principles are.
- The power is in the principles.