

“I read myself out of poverty long before I worked myself out of poverty.”

**Walter Anderson**, Editor, *Parade Magazine*

“Education provides all the tools you will ever need to pursue your dreams.”

**Jack Gill**, Cofounder, *Vanguard Venture Partners*

“There are no entitlements in life, you get rewarded for what you do.”

**John Grundhofer**, CEO, *First Bank System*

“Today’s steps to success are genius, talent, luck, and education—then all you need is unstoppable drive, determination and a willingness to work hard.”

**Tom Harken**, CEO, *Harken & Associates*

“The only difference between successful people and unsuccessful people is extraordinary determination.”

**Mary Kay Ash**, Founder, *Mary Kay Cosmetics*

“I had more good luck than anybody else I knew. Some people say the harder you work, the luckier you get.”

**Dwayne Andreas**, CEO, *Archer Daniels Midland Co.*

“The enduring success of relationships is the ultimate measure of success in life.”

**Robert Dedman**, Founder & Chairman, *ClubCorp Intl*

“Hard work is the secret to success. If we want to accomplish twice as much as the competition, we’ve got to work twice as hard.”

**Wayne Huizenga**, CEO, *Huizenga Holdings, Inc.*

“Success is a journey, not a destination.”

**Donald Keough**, COO, *Allen & Co. Inc.*

“As a poor immigrant kid, I know America is the only place where ability, character, determination, and hard work pay off.”

**Joseph Neubauer**, CEO, *ARAMARK Corp.*



**Jack M. Gill, Ph.D.** is a Texas native with a chemistry and engineering degree from Lamar University and a Ph.D. in Organic Chemistry from Indiana University.

His 33-year career in Silicon Valley includes a lifetime of involvement in cutting edge science, medical, and high-tech companies. As an entrepreneur, he helped pioneer the field of chromatography. Dr. Gill was founder and CEO of a successful scientific instrument and computer business. As a senior executive, he was executive vice president of the world’s largest laser company. He cofounded one of Silicon Valley’s leading high-tech venture capital firms. As a venture capitalist, he has founded and/or financed over 100 companies in the Internet, computer, software, communications, medical and biotech industries.

Jack strongly believes that education plays the critical role for success in life. In his words, “Education provides the best opportunities for:

- personal growth and development,
- career and professional achievement,
- income and family security, and
- success in building satisfying relationships.”

Jack currently teaches at Harvard Medical School and MIT. He is also an adjunct professor at Rice University, Stanford, and Indiana University.

These *Secrets of Success* were compiled by Dr. Gill and are intended to help inspire aspiring young science, engineering, and medical graduates interested in an entrepreneurial career.



**Independent Activities Period**  
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SECRETS OF SUCCESS:

## A COMPILATION FROM BUSINESSMEN AND ENTREPRENEURS

JACK M. GILL, PH.D.



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## SAM WALTON'S THEORY (FOUNDER OF WALMART)

“There doesn’t appear to be anything else that can compare to a free society based on a market economy. Nothing can touch that system—not unless leadership and management get selfish or lazy.”

### SAM WALTON'S 10 KEYS TO BUILDING A BUSINESS:

1. Commit to your business and believe in it more than anyone else.
2. Share your profits with all your associates; treat them as partners.
3. Motivate and challenge your partners and employees.
4. Communicate everything you possibly can to your partners.
5. Appreciate everything your associates do for the business.
6. Celebrate your success and find some humor in your failures.
7. Listen to everyone in your company and figure out ways to get them talking.
8. Exceed your customer’s expectations.
9. Control your expenses better than your competition.
10. Swim upstream and ignore the conventional wisdom.

For the record, Sam Walton created more wealth (over \$200 billion), more jobs (over 500,000), and perhaps more improvement in quality of life for the masses than any human in history. He did it with grace and humility.



## ABE LINCOLN

“Things may come to those who wait, but only the things left by those who hustle.”



“Always bear in mind that your own resolution to success is more important than any other one thing.”

## DR. PIERRE CURRIE

“Chance favors the prepared mind.”

## THOMAS A. EDISON

“Many of life's failures are people who did not realize how close they were to success when they gave up.”

## SIR WINSTON CHURCHILL

“Success is the ability to go from one failure to another with no loss of enthusiasm.”

## RALPH WALDO EMERSON

“I look on that man as happy, who, when there is question of success, looks into his work for a reply.”



## NAPOLEON HILL'S CHARACTERISTICS OF SUCCESS

- ◆ Ambition
- ◆ Awareness
- ◆ Curiosity
- ◆ Enthusiasm
- ◆ Patience
- ◆ Perception
- ◆ Perseverance
- ◆ Positiveness



**"Whatever your mind can conceive and believe it can achieve."**  
*Napoleon Hill*

## BEN FRANKLIN'S THOUGHTS



“He that can have patience... can have what he will.”

“God helps them that help themselves.”

“He that lieth down with dogs... shall riseth up with fleas.”

“After crosses and losses, men grow humbler and wiser.”

