



Andrew Carnegie immigrated to the United States, the son of humble Scottish merchants in 1848. From lowly jobs; by his retirement he had amassed a fortune the likes of which may never be seen again. In adjusted dollars, he is to date, the wealthiest man in history. His story is worth knowing about as he pioneered attitudes to business and corporate ethics which were immortalised in Napoleon Hill's book, **"Think and Grow Rich."** Most of the best self/business development books are based on his doctrine including, "The Secret" and "The Power of Attraction." Andrew Carnegie came from a bygone era when values and language wasn't hamstrung by political correctness. His values and the achievements they caused are proof that **whilst fashions may change, class remains.** Here are some of Andrew Carnegie's quotes.

On never forgetting where you came from and family values:

"The children of honest poverty have the most precious of all advantages over those of wealth". And this:

"The child that has in his father a teacher, companion and counsellor and whose mother is to him a nurse, seamstress, governess, teacher, companion, heroine and saint all in one, has a heritage to which the child of wealth remains a stranger."

On Recruiting:

"Wise men are always looking out for clever people."

On education and wisdom:

"He that cannot reason is a fool, he that will not, a bigot, he that dare not, a slave."

Business ethics or "Professional Karma" as I call it. Here are 3 awesome quotes:

"If we truly care for others, we need not be anxious about their feelings for us. Like draws to like."

"A great business is seldom if ever built up, except on lines of the strictest integrity. A reputation for "cuteness" and sharp dealing is fatal in great affairs. Not the letter of the law, but the spirit, must be the rule."

"There is one imperative rule in business — no secrets from partners."

Carnegie once won a contract to supply wrought iron for bridge building worth millions of dollars over a rival who produced cast iron. Carnegie demonstrated how a handy lamp-post made of cast iron became brittle and cracked with age. He was present – his rival was not:

"If you want a contract, be on the spot when it is let. A smashed lamp-post or something equally unthought-of may secure the prize if the bidder be on hand. And if possible stay on hand until you can take the written contract home in your pocket."

On not sweating the small stuff – and guess what; most of it is small stuff:

"Most of the troubles of humanity are imaginary and should be laughed out of court. It is folly to cross a bridge until you come to it or bid the Devil good-morning until you meet him—perfect folly. All is well until the stroke falls and even then, nine times out of ten, it is not so bad as anticipated. A wise man is the confirmed optimist."

And on Industrial Relations:

"Judging only economical results, I believe that higher wages to men who respect their employers and are happy and content, are a good investment, yielding, indeed, big dividends."

"Employers can do so many desirable things for their men at little cost."

