

## Management Notes – Reminders of Reality

- When setting objectives and goals you don't get very far shooting down someone else's tactics unless you present alternatives.
- Horses eat while you sleep.
- In business if you snooze you loose. *Ernst Yzel, Farm owner – South Africa*
- A solution you can't afford is not a solution.
- When set out to achieve goals in it is important to measure your progress toward achievement and evaluate what you have learned be more effectively executing future efforts.
- It's hard to hit the target when you don't know where it is. *Lawrence Wingate, ranch manager.*
- When you measure what you are speaking about and express it in numbers, you know something about it: when you cannot measure it, when you cannot express it in numbers, your knowledge is of a meager and unsatisfactory kind: it may be the beginning of knowledge, but you have scarcely, in your thoughts, advanced to stage of science. *Lord Kelvin*
- **Knowledge** is the only instrument of production that is not subject to Diminishing Returns. *J. M. Clark*
- *Investor's Business Daily* 10 Secrets to Success –
  1. How You Think is Everything
  2. Decide Upon Your True Dreams and Goals
  3. Take Action
  4. Never Stop Learning
  5. Be Persistent and Work Hard
  6. Learn to Analyze Details
  7. Focus Your Time and Money
  8. Don't Be Afraid to Innovate: Be Different
  9. Deal and Communicate With People Effectively
  10. Be Honest and Dependable: Take Responsibility
- Decision makers need defined choices, alternatives and the tools of analysis and information that provides for informed decisions to select from alternatives.
- “Whatever you do in life, surround yourself with smart people who'll argue with you.”  
*John Wooden*
- Reporting of premiums for finishing cattle means nothing. It the net feedyard margin that counts. Few reported premiums are profitable to produce.
- Beef supply chain – there will not be information transparency because retailers cannot share information that could enhance Wall Mart's competitive position.
- If you love what you do, who you do it with and who you do it for, you will be successful.