

Profitability Quotes

No man can tell if he is rich or poor by turning to his ledger. It is the heart that makes a man rich. He is rich according to what he is, not according to what he has. **–Henry Ward Beecher**

In the end, all business operations can be reduced to three words: people, product, and profits. **–Lee Iacocca**

A visionary company doesn't simply balance between idealism and profitability: it seeks to be highly idealistic and highly profitable. A visionary company doesn't simply balance between preserving a tightly held core ideology and stimulating vigorous change and movement; it does both to an extreme. **–Jim Collins**

In business, you're trying to make a buck. God was good to me and blessed me. I made some money and started this foundation years ago, and it has grown in size. With the foundation it's a lot different, because the bottom line isn't how you can make more money or get a better return, it's helping the projects that you feel strongly about move forward. **–Lee Iacocca**

I do not believe maximizing profits for the investors is the only acceptable justification for all corporate actions. The investors are not the only people who matter. Corporations can exist for purposes other than simply maximizing profits. **–John Mackey**

If your goal is anything but profitability - if it's to be big, or to grow fast, or to become a technology leader - you'll hit problems. **–Michael Porter**

Suppliers and especially manufacturers have market power because they have information about a product or a service that the customer does not and cannot have, and does not need if he can trust the brand. This explains the profitability of brands. **–Peter Drucker**

A business of high principle attracts high-caliber people more easily, thereby gaining a basic competitive and profit edge. **–Marvin Bower**

I don't want to do business with those who don't make a profit, because they can't give the best service. **–Richard Bach**

Make every thought, every fact, that comes into your mind pay you a profit. Make it work and produce for you. Think of things not as they are but as they might be. Don't merely dream - but create! **-Robert Collier**

Many receive advice, only the wise profit from it. **–Harper Lee**

Profit is not the legitimate purpose of business. The legitimate purpose of business is to provide a product or service that people need and do it so well that it's profitable. **–James Rouse**

One who works for his own profit is likely to work hard. One who works for the use of others, without profit to himself, is likely not to work any harder than he must. **–B. Carroll Reece**

The investor of today does not profit from yesterday's growth. **–Warren Buffett**

Focus on cash flow. I understand the difference between cash flow and profitability, and I'm not recommending that you strive for a lack of profitability. But cash is what keeps the doors open and pays the bills. Paper profits on an accrual accounting basis is of no more than secondary or tertiary importance for a startup. As my mother used to say, "Sales fixes everything." **–Guy Kawasaki**

Do what you love, but be damned sure it's profitable. If you do work you love, but it doesn't generate income, your business will fail. If you do work you hate, but it generates income, your health will fail... and your business along with it. If you can't do what you love *and* make it profitable, you've either got a hobby or a headache, not a sustainable business. Don't settle for anything less than passion *and* profit. **–Steve Pavlina**

There is no more strategic issue for a company, or any organization, than its ultimate purpose. For those who think business exists to make a profit, I suggest they think again. Business makes a profit to exist. Surely it must exist for some higher, nobler purpose than that. **–Ray Anderson**

It's the same with business. If you focus on the goal and not the process, you inevitably compromise. Businessmen who focus on profits wind up in the hole. For me, profit is what happens when you do everything else right. **–Yvon Chouinard**

The only source from which an entrepreneurs profits stem is his ability to anticipate better than other people the future demand of the consumers. **–Ludwig Von Mises**

When you cut corners or when you undermine others for the sake of ego or profit, you are only hurting yourself. **–Mitch Thrower**

There's no such thing as business ethics; there's just ethics. And ethics makes no concessions for the real or imagined necessities of making a profit. **–Michael Josephson**

No profit grows where no pleasure is taken: In brief, sir, study what you most affect. **–William Shakespeare**

What we need to do is learn to work in the system, by which I mean that everybody, every team, every platform, every division, every component is there not for individual competitive profit or recognition, but for contribution to the system as a whole on a win-win basis. **–W. Edwards Deming**