77 Quotes from the Entrepreneur Experts on Shark Tank

10 million people tune-in to Shark Tank each week to learn about equity capital, franchising, licensing, utility patents, marketing and customer acquisition; and another 40,000 audition to pitch their business idea to the Sharks. What's the secret to the Shark Tank's success? The Sharks themselves: self-made entrepreneurs who educate, entertain and share advice and experiences - both good and bad.



KEVIN O'LEARY Quotes @KEVINOLEARYTV

1. "Nobody has a monopoly on good ideas."
2. "Don't cry about money, it never cries for you."
3. "The road to riches is never straight and narrow. It can be riddled with financial land mines."
4. "My partners ... taught me that in order to create wealth, I needed to pair up with people whose strengths compensated for my weaknesses."
5. "I actually think being an entrepreneur is a state of mind. If you're going to be an entrepreneur, my thesis is that you have to sacrifice everything for some period in your life to be successful."
6. "You have to be myopic and completely focused and unbalanced in every way. Once you've achieved success, you're free to do whatever you like."
7. "I have met many entrepreneurs who have the passion and even the work ethic to succeed - but who are so obsessed with an idea that they don't see its obvious flaws."
8. "Downturns are the best time to start businesses, because you develop discipline that's very lean and mean in terms of how to spend money. And those habits serve you very well in good times."
9. "If you can't even acknowledge your failures, how can you cut the rope and move on?"
10. "I have had some great successes and great failures. I think every entrepreneur has. I try to learn from all of them."

11. "It pains me to see good entrepreneurs chase bad opportunities."
12. "If you want a friend, buy a dog."

ROBERT HERJAVEC Quotes @ROBERTHERJAVEC

13. “I think it's harder if you're a 'me too' business or you're one of many. I think if you really have an innovative idea and you're first to market, there's no shortage in money.”
14. "A goal without a timeline is just a dream."
15. "Don't ever be enamored by what something sells for. It's more important what you get to keep in your pocket."
16. "Don't start a business. Find a problem. Solve a problem. The business comes second."
17. "I think the best investment is in yourself, and I'm running a living, breathing, high-growth company."
18. "If you are under the illusion that you can start a business and run it at your life's schedule, you are mistaken."
19. "Be risky at work. Be safe with your investments."
20. "Without the ability to visualize a goal and believe it will be reached, nothing of substance will be achieved. Not by anybody. Not at any time. Not in any place."
21. "Tough times never last; tough people always do."
22. "I am a pretty motivated guy. Fear of failure keeps me going, I wake up everyday and want to do better everyday...How can you not wake up and not want to do better everyday."
23. "If you're emotional and you're great at something, the money will follow."
24. "Life is about real world experience and risk. It's only risky when you start out. It's less scary the second time."
25. "Zero from zero is still zero."

MARK CUBAN Quotes @MCUBAN

26. "Find something you are good at and do what it takes to be great at it. We all have something special about us. The hard and exciting part is figuring out what it is."
27. "All you need is a laptop or a PC and an internet connection and you can pretty much do almost anything and create almost any type of company."
28. "If you really want to be successful at something, you'll find that you put the time in. You won't just ask somebody if it's a good idea, you'll go figure out if it's a good idea."
29. "Don't start a company unless it's an obsession and something you love. If you have an exit strategy, it's not an obsession."
30. "It doesn't matter how many times you have failed, you only have to be right once."
31. "It's not about money or connections--it's the willingness to outwork and outlearn everyone...And if it fails, you learn from what happened and do a better job next time."
32. "Everyone has ideas. The hard part is doing the homework to know if the idea could work in an industry, and then doing the preparation to be able to execute on the idea."
33. "Sweat equity is the most valuable equity there is. Know your business and industry better than anyone else in the world. Love what you do or don't do it."

34. "Follow the green, not the dream."
35. "A brilliant idea doesn't guarantee a successful invention. Real magic comes from a brilliant idea combined with willpower, tenacity, and a willingness to make mistakes."
36. "You gotta crawl before you ball!"
37. "It's not whether the glass is half empty or half full, it's who is pouring the water. The key in business and success at any endeavor is doing your best to control your destiny."
38. "In business, it is most often all about getting your foot in the door, and once you do, everything opens up and things start to naturally progress into bigger and more opportunities."
39. "It's not in the dreaming, it's in the doing."
40. "If you start a business and take out a loan, you're a moron."

LORI GREINER Quotes @LORIGREINER

41. "Entrepreneurs are willing to work 80 hours a week to avoid working 40 hours per week."
42. "There are no 'nos,' just 'how can I?'"
43. "If you put it online, it can go around the world in a second, and someone will knock it off."
44. "Whatever you do, don't stay up in a stuffy office away from your people. Get right in there, side by side with your employees. Get hands-on and show them there's no task beneath you."
45. "Go see your factory with your own eyes when you're in a position to. No one knows your business better than you do and you have to see every aspect of it for yourself."
46. "Dear optimist, pessimist, and realist--while you guys were busy arguing about the glass of wine, I drank it! Sincerely, the opportunist!"
47. "I roll out of bed in the morning, whenever I want, and I work right away because, to me, that's the life. That's freedom."
48. "I learned that nobody's better than you at getting your business off the ground. The experience you get is priceless."
49. "The whole point for me is that I love the freedom of being an entrepreneur, that I do what I want to do when I want to do it."
50. "Real magic comes from a brilliant idea combined with willpower, tenacity, and a willingness to make mistakes."
51. "Things go wrong all the time when you are running your own business, but it's how you perceive it and deal with it that matters."
52. "Entrepreneurialism is supposed to be fun!"
53. "As an entrepreneur, you can always find a solution if you try hard enough."

BARBARA CORCORAN Quotes @BARBARACORORAN

54. "Finding opportunity is a matter of believing it's there."
55. "People want to do business with someone they like. If people like you, they're going to want to do business with you. And if they don't, you're going to have an insurmountable obstacle to overcome."
56. "The difference between the real winners is how long they take to feel sorry for themselves. My winners feel it … but they come back up and say 'hit me again.'"

57. "Always choose attitude over experience. Always."
58. "You have to see everything as half-full even though everyone is saying you have nothing in your glass."
59. "You can't study to be an entrepreneur. Sometimes, you just have to jump."
60. "Don't you dare undermine the power of your own instinct."
61. "I built the business exactly the way my mother built and ran her family. I wanted a replication of the big, happy family I grew up in. I wanted happy people having fun."
62. "All the best things that happened to me happened after I was rejected. I knew the power of getting past no."
63. "I had twenty-two jobs before I started my own business at the age of 23 and I didn't want one more boss telling me what to do. So I was motivated simply because I didn't want a boss."
64. "Make sure you pick good people to build your business with, as they'll determine 80 percent of your success."

DAYMOND JOHN Quotes @THESHARKDAYMOND

65. “To get people who will truly love your product and spread the word, make them proud of it and make sure you don’t embarrass them by putting something out there that isn’t 100 percent.”
66. "Don't wait for the 'perfect time,' you will wait forever. Always take advantage of the time that you're given."
67. "Everyone has an idea, but it's taking those first steps toward turning that idea into a reality that are always the toughest."
68. "Make it. Master it. Matter."
69. "Learn as many mistakes and what not to do while your business or product is small. Don't be in such a hurry to grow your brand. Make sure that you and the market can sustain any bumps that may occur"
70. "Every problem can be solved as long as they use common sense and apply the right research and techniques."
71. "Greed is good, but we need to be greedy together."
72. "As an entrepreneur, you love your business like a child, and you're taught to be laser-focused on the business."
73. "If you don't educate yourself, you'll never get out of the starting block because you'll spend all your money making foolish decisions."
74. "An entrepreneur must pitch a potential investor for what the company is worth as well as sell the dream on how much of a profit can be made."
75. "5 days a week, I read my goals before I go to sleep and when I wake up. There are 10 goals around health, family and business with expiration dates, and I update them every six months."
76. "Truth is the easiest thing to sell."
77. "I knew I wanted to be a millionaire by the time I was 18, but by the time I was 22, I was broke and serving shrimp at Red Lobster and I realized maybe I’m not as smart as I thought I was."

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