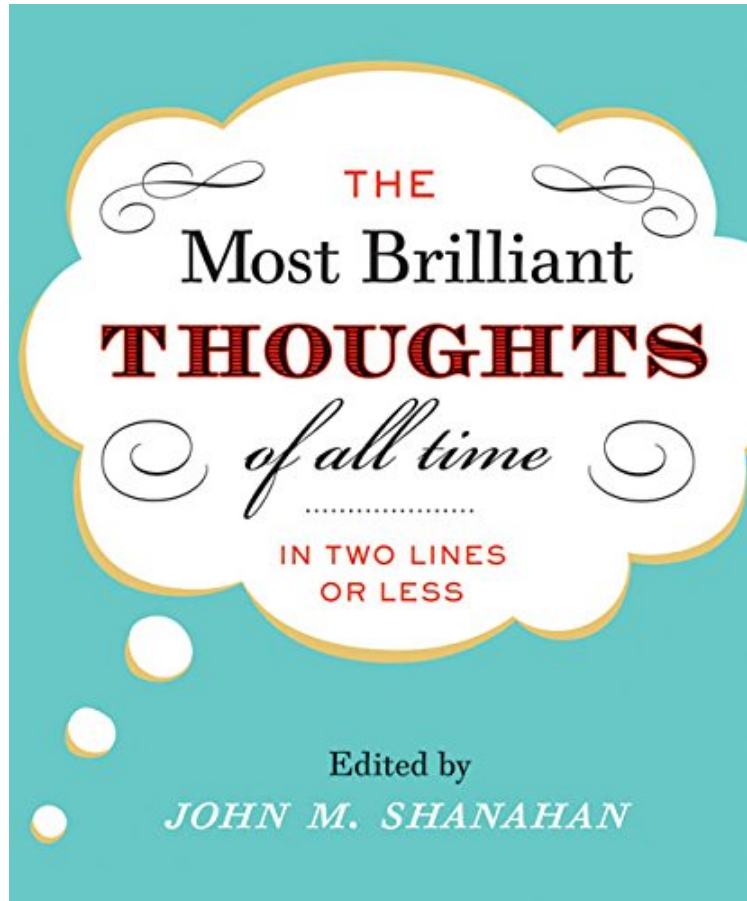


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About the Author John M. Shanahan is a true Renaissance man. He is the creator of the nationally acclaimed reading program Hooked on Phonics, and original syndicator of the number one talk radio show in America. This highly successful entrepreneur is also an accomplished composer, gourmet chef, and collector of antique automobiles and historic documents. John and his wife, Alice, have three grown children Julie, John, and Sean. Excerpt. © Reprinted by permission. All rights reserved. Chapter One Excerpts Wit makes its own welcome and levels all distinctions. -- Ralph Waldo Emerson, 1803-1882 He who is most creative conceals his sources the best. -- Anonymous We are inclined to believe those whom we do not know because they have never deceived us. -- Dr. Samuel Johnson, 1709-1784 The graveyards are full of indispensable men. -- Charles de Gaulle, 1890-1970 To think is to say no. -- Linde Auguste Chartier, 1868-1951 When we ask advice we are usually looking for an accomplice. -- Charles Varlet Marquis de La Grange, 1639-1692 If you don't bring Paris with you, you won't find it there. -- John M. Shanahan, 1939-- Clever liars give details, but the cleverest don't -- Anonymous The opposite of talking isn't listening. The opposite of talking is waiting. -- Fran Lebowitz, 1950-- Nobody forgets where he buried the hatchet. -- Frank McKinney "Kin" Hubbard, 1868-1930 It is a golden rule not to judge men by their opinions but rather by what their opinions make of them. -- Georg Christoph Lichtenberg, 1742-1799 Have a care, therefore, where there is more sail than ballast. -- William Penn, 1644-1718 Fortune does not change men; it unmasks them. -- Suzanne Necker, 1739-1794 The wicked are always surprised to find that the good can be clever. -- Luc de Clapiers de Vauvenargues, 1715-1747 Our years, our debts, and our enemies are always more numerous than we imagine. -- Charles Nodier, 1780-1844 Experience is not what happens to a man. It is what a man does with what happens to him. -- Aldous Leonard Huxley 1894-1963 You can discover what your enemy fears most by observing the means he uses to frighten you. -- Eric Hoffer, 1902-1983 Only dead fish swim with the stream. -- Anonymous All the people like us are We, and everyone else is They. -- Rudyard Kipling, 1865-1936 When the fight begins within himself, a man's worth something. -- Robert Browning, 1812-1889 When people do not respect us we are sharply offended; yet deep down in his heart no man much respects himself -- Mark Twain [Samuel Langhorne Clemens], 1835-1910