



*“Earl’s Pearls”
2007 complete addition*

Worry is about like a rockin’ chair... it keeps you busy but it doesn’t get you anywhere.

We’re not old until regret replaces dreams.

What you are speaks so loud your friends can’t hear what you say.

Men don’t stumble over mountains, only molehills.

One good man is worth three fair ones.

Seven traits of a wise man:

1. He does not speak in the presence of one wiser than himself,
2. He does not interrupt when a colleague speaks,
3. He does not rush out with a rejoinder,
4. He ask questions that are relevant and gives answers that are logical,
5. He deals with first things first and last things last,
6. He readily admits when he doesn’t know a matter, and
7. He acknowledges the truth.

(The opposite of these traits marks the loser)

The most important statement in a marriage, next to “I love you”, is “You may be right.”

If you think education is expensive, try ignorance.

Too many folks today confuse being “witty” with being sensible.

Fifty thousand people can tell a lie, yet it remains a lie.

There may be a time the lion and the lamb lay down together, but I’m still betting my money on the lion.

It’s a great kindness to trust folks with a secret, because they feel so important while telling it.

Keep in mind that your own resolution to succeed is more important than any other one thing.

There are only two requirements for writing; one is to write something worth reading, and the other is to find sensible folks to read it.

If fat is beautiful, how come there aren’t any books written on how to get fat?

The people to get even with are the one who have helped you.

The average person works 40hours a week for 40 years. That’s enough time to become great at anything.

Most people keep on working for the same reason hens keep on laying eggs.

Pasta in Vian, Oklahoma, in the 1940’s was called macaroni.

Chamber of Commerce offices ought to brag of decreasing populations.

Who cares if you’ve got a tie on when the ship is going down?

A drowning man doesn’t care if it’s raining.

Congress is just like Nebraska football; nothing changes but the players’ names.

No one has a finer command of the English language than the man who keeps his mouth shut.

The quietest hog eats the most slop.

One of the most difficult lessons for young dentist to learn is that when you try to make an impression, THAT is the impression you make.

In these good old roadside Texas cafes, if the waitress has dirty ankles, you can bet the chili’s gonna be good!

Beaten paths are for beaten men.



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I do not believe you can do today’s job with yesterday’s methods and expect to be in business tomorrow.

Don’t mistake pleasure for happiness, they are dogs of a different breed.

If you are going to buy a car, buy the kind Ralph Nader’s mother drives.

Inflation is the world’s most successful thief.

Don’t insult the alligator until after you have crossed the river.

If you have assigned your employees duties without giving them any rights and input, then you’d better pay them well.

Winners learn from their mistakes. Losers count their “presents.”

My dad taught me to work hard, but he never taught me to like it.

The only thing sure about luck is that it will change.

It wasn’t until quite late in life that I discovered how to say, “I don’t know.”

An “expert” is an ordinary person a long way from home.

My dad used to tell me to stand on my tiptoes to see the sun rise.

Egotism is the quality that causes that person to believe that he is “in the groove,” when actually he is in a rut.

You’d better do it now; there’ll probably be a law against it tomorrow.

The strongest memory is weaker than the palest ink, a Chinese proverb. In other words, “write down good ideas when they come to you.”

They say a barking dog never bites, but there’s always the chance he’ll stop barking.

American news media are so damned caught up this “equality” thing, they’d rather be equal in slavery than unequal in freedom.

A little experience often upsets a lot of theory.

There is no stronger bond of friendship than a mutual enemy.

Take the course opposite to custom and you will almost always do well.

A child is God’s opinion that the world should go on.

Most folks are unhappy today worrying about whether they’ll be happy tomorrow.

I guess most girls had rather be pretty than smart because they know most men can see better than they can think.

How can we think there’s been enormous progress in communication when there has been no improvement in listening.

I try to keep away from people who belittle my ambitions. Small people do that. Great people help you feel you too can be great.

I don’t like to be around folks who agree with everything I say.

Any fool can criticize and complain and that’s what most fools do.

The folks who can get ahead do it because they have strong points... not because they lack faults.

You don’t send a fox to guard the chickens just because he has a lot of experience in the hen house.

Most people you hire claim to have “20 years experience” really have one year experience 20 times.

Don’t lie, it waste both your time and mine, and I’ll catch you anyway.

Watch your work, not the clock.



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Give me more than I expect, and I’ll give you more than you expect.
I can afford to increase your pay if you increase my profit.
Keep out of debt or keep out of the cash box.
Dishonesty ain’t never no accident
Don’t steel FOR me. If you do, you’d steel FROM me.
If you do only half as much as expected, you’ll last only half as long as expected.
Don’t butter me up, Focus on our patients. I don’t need no valet for my vanity.
Don’t kick if I kick. If you’re worth correcting, you’re worth keeping. I don’t waste time cutting steaks out of rotten apples.
Chance sometimes open doors, but luck belongs to the good players.
We cannot help permanently by doing for them what they would and should do for themselves.
People who have no time don’t think. The more you think, the more time you have.
Some of the wisest people I know are bad spellers.
How old would you be if you didn’t know how old you was?
We don’t send out Christmas cards because I can’t ever recall hearing anybody say they wanted a Christmas card for Christmas.
Easy terms make it hard for most people to tell what they can’t afford.
The reason most folks don’t live within their income is because they don’t consider that living.
If I had my choice of drinking partners, I’d choose Winston Churchill and General Patton. I like the things they talk about—Winning!
The only god thing about politicians is that they can’t all get elected.
Given the cat’s view there is nothing wrong with killing a bird; you still might want to check with the bird.
A head full of knowledge and not doing anything about it is about the same as strapping a bunch of books on a donkey’s back.
If you want to avoid criticism, do nothing, say nothing, be nothing.
To be able to speak in four languages is an asset, I guess, But to be able to hold your tongue in one language is priceless.
Do not follow where the path may lead; go instead where there is no path and leave a trail.
Pat says we need two more telephones in our home, I ain’t ever to this day had anybody call me up wanting to do something for me.
Most folks act first, then think afterwards—that is, they think less of consequences than excuses. Others don’t think at all.
Thinking is easier than action. To put your thoughts into action is one of the worlds most difficult task.
Action makes more fortunes than caution.
Plans, philosophies, formulas, projects, programs are all inert until ACTION infuses them with power.
“almost” never killed a fly.
“DEFINITENESS of purpose is the starting point of all achievement”
Money might as well be a stupid measure of achievement, but unfortunately it is the only universal measure we have.



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We’re all pretty quick to bestow our admiration on the dead because they can’t hear it.
Do not blindly follow heroes. The crowd that follows with admiration would run with the same eagerness if the hero were marching to the guillotine.
If you agree to carry the calf, they’ll make you carry the cow.
A ship in a harbor is safe, but that is not what ships are built for.
Not failure, but low aim is the crime.
A “DUDE” is a fellow who knows what size glove he wears.
I’m like Rodney Dangerfield, I never get no respect. Pat told me on our wedding night we were seeing too much of each other.
There ain’t no medicine to cure laziness.
If I wanted to be a successful painter, I’d paint the women slimmer than they are and their jewels fatter.
I guess I ain’t never gonna figure out service stations. Every time I’m in a real hurry, their cash register is wide open and their toilet is locked.
Religion is a great armor, but it ain’t much a “cloak.”
It ain’t the same thing to talk about it as it is to be in the bull ring.
I’ve got a second cousin so crooked he could hide behind a corkscrew.
I may be ignorant, but I ain’t stupid. I threw away all my old report cards.
Folks who aren’t reliable, are useless.
There ain’t no success that compensates for failure in the home.
While I have never been accused of being dumber than an ox... come to think of it, I really never have been accused of being smarter than one either.
A smart alec bum in the French Quarter of New Orleans hit me up for 2\$. I wrote him a check on a bank where I didn’t even have an account. This made both of us happy.
Anybody can sympathize with a friend’s sufferings. Sympathizing with his success is what’s hard.
I can always flee temptation, but I must be leaving my forwarding address.
You young folks may not remember that far back, but there was once a time when movies were rated on how good they were.
Consider how hard it is to change yourself and then you’ll understand how hard it is to change your patients or anyone else.
I think I’m too damned young to be as old as I am anyway.
You ain’t gonna score until you have a goal.
What you are speaks so loud that your friends can’t hear what you say.
What seems so necessary today may not even be desirable tomorrow.
Some folks can’t help being one hammer short in the tool chest, but ignorance is a voluntary misfortune.
At no age is a person safe in departing from fundamental laws of cause and effect.
The drip ain’t usually where the leak is.
If talking gently to plants helps them grow better, then how come yelling at weeds don’t slow’em down?
Don’t lend money to friends. It’s dangerous. It could damage their memory.
Once a technique becomes totally obsolete, dental schools make it a required course.



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Too many folks confuse being “witty” with being sensible.

Jesse once told me that he had at one time built a scarecrow so ugly and mean-looking that once a crow brought back three bushels of corn he had stolen the year before.

Daddy always described our local banker as the goof who went busted during good times. Dad never trusted or took advice from any banker.

I’ll tell you one thing about my college education. It sure as hell cured my mother’s bragging about me.

Dad always contended that when you don’t have a college education, you’ve got to use your brains.

Daddy always said the universities ought to be teaching kids HOW to think instead of WHAT to think.

Daddy always said he’d never lost a friend over politics nor had he ever gained one.

My old dad on elections:

- The intelligent are almost always on the wrong side.
- Folks vote their resentment, not their appreciation.
- The average man does not vote FOR anything, He always votes AGAINST something.

Earl’s Law—If you see a man approaching you with the obvious intent of doing you good, you should run for your life.

When a “financial planner” calls on us, my wife and I both throw our bodies over our check book.

Ask a woman how she stubbed her toe and she’ll say she walked into a chair. Ask a man and he’ll say, “Somebody left a chair in the middle of the room.”

When I was 22 I was such a loser that I got run over by the “welcome wagon.”

He never made a mistake but he also never made a discovery.

Common sense is the knack of seeing things as they are, and doing things as they ought to be done.

I told our marriage counselor during the last visit that our problems started when Pat wanted to be in the wedding pictures.

All children don’t disobey. Hell, ours never paid enough attention to me to know what I wanted in the first place.

If you want to win in a track meet, don’t get seven people who can all jump one foot. Get one who can jump seven feet. Keep this in mind when putting together a dental staff... It’s far cheaper and far better.

It’s a socialist’s idea that making profits is a vice. I see the real vice is in making losses. Communism is no longer with us because it couldn’t make a profit. All systems that survive must make a profit.

The American Constitution is the most wonderful work ever struck off at a given time by the brain of man.

I was born in America, I live in America, and I will die in America. It’s the greatest country in the world.

To aim is not enough; you must hit.

It is by attempting to reach the top in one leap that so much misery is caused in the world.

It takes time to grow a fruit tree.

Never seem wiser or more learned than the people you are with.

It’s not the garb he wears that makes the monk.

Asking cost nothing. The fool wonders while the wise man asks.

The greatest discovery of our generation is that human beings can alter their lives by altering their attitudes.



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Great battles are really won before they are actually fought.

A man who buys a book is not just buying just a few ounces of paper, glue and printer’s ink; he may be buying a whole new way of life.

If a man is born in a stable, that doesn’t make him a horse.

Business is always a struggle. There are always obstacles and competitors. There is never an open road, except the wide road that leads to failure. Every great success has been achieved by fighting. Every winner has scars. Those who succeed are the efficient few. They are the few that have the ambition and will-power to develop themselves.

Quiet minds cannot be perplexed or frightened, but go on in fortune or misfortune at their own private pace, like a clock in a thunderstorm.

When I’m writing or speaking, I often quote myself. It adds a little spice.

Smart folks learn to itch where they can scratch.

We only live once, but if you figure your stuff out, once is enough.

Everybody’s got a right to their own opinion, but there ain’t nobody that’s got a right to be wrong about the FACTS they present.

After visiting over 1100 offices, I can tell you for certain there are entirely too many dentist who can’t do anything much with their hands except wave them when they talk.

I’d had a few Coors Lights the other night and got up the nerve to tell my wife that I’d like to be voted “Dentist of the year.” As always, never too impressed with me, she said, “Yeah Estep,... that’ll show what kind of year it’s been.”

A cynic is a fellow who, at ten, finally found out there was no Santa Claus and he’s still pissed off.

Pat said that when I die, if I donate my body to medical science, they’d find two brand new ears and a worn out mouth.

A man was applying for the job of private secretary to Winston Churchill. Before introducing himself, an aunt of Churchill’s told the man, “Remember, you will see all of Winston’s faults in the first five hours. It will take you a lifetime to discover all his virtues.”

I was having a few drinks the other night with my neighbor and after about five each he told me how he started out with absolutely nothing and that he still had most of it.