



## II. MY LIFE TRANSFORMING YEARS

Age: 16-17

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This period of time produced the greatest surge of growth and maturity in my life. From teenager to manhood. It was like going from zero to sixty in 1.5 seconds. In these transitional years of completing high school and beginning college, I faced circumstances that challenged every part of what I had and knew about motivation, grit, sales, and leadership.

Being born and raised to this point of my life in Buffalo, NY I was about to experience the dramatic change socially and culturally that would come with moving to a small suburban-rural like town in Michigan. The move occurred as I was entering into my second semester junior year of high school. Not exactly the best time to make this type of change.

Adapting to and embracing it became pivotal to my personal growth, and how I would look at challenges and opportunities the rest of my life.

During this time I experienced some of my greatest life lessons. Having a mother who's **work ethic** was relentless, I could not help but to be positively influenced by her. Adding that to the **motivation** I already possessed, with my newfound **ambition**, and a job that would allow me to challenge my income earning capacity, it was a perfect storm.

I had a goal and I was ready to achieve it. From the onset it appeared to be absolutely impossible. But, I was filled with an uncompromising determination to succeed. I was faced with a choice. I could accept what I wanted not being possible or I could find a way. The decision was an easy one. It was never about whether I would achieve my goal or even when. In my mind it was a foregone conclusion. One way or another I would get there. It was only about how.