



### III. MY INTRODUCTION TO THE POWER OF MOTIVATION

Age: 17-18

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Once I made the decision to pursue my goal I committed everything I had to shortening the time it would take to reach it. When I began, based on the limitations of my part-time position as a busboy, and my income (minimum wage was \$ 1.65 at the time), I was on a timeline that would have taken me years to reach it. Instead, I pursued each opportunity with everything I had. Never questioning whether what I received was enough for what I did, only pursuing more, and more, and more, as long as it contributed to getting me closer to my goal. I had an enormous amount of energy and drive, and I used every ounce of it. I learned early on that the resources needed by most people to grow their business and increase their income are right in front of them. Some see them and some don't.

For me the common denominator was always the attitude toward what you do and your work ethic. Give one-hundred percent to everything you touch and opportunity will find you. And that is exactly what I did. The diversity of the restaurant I was employed provided me with exactly what I needed to challenge myself. I served customers and restaurant personnel with a selfless dedication and commitment.

Before I knew it I was elevated to wine steward and flambé in the evening, supervising the setup of banquets in the afternoon, and carry out for all dining rooms during lunch. Each presented its own testimony of how selflessly serving others has its many rewards. In my case it took me from being a part-time busboy as a high school student earning \$45-60.00 a week to over \$ 500.00 a week in about a two week span.

To put this into proper perspective (based on the inflation calculator) 500.00 in 1974 is equivalent in purchasing power to \$2,627.80 in 2020. That amounts to the equivalent of earning 11,296.10 a month today for a high school student who simply made a one-hundred percent commitment to pursuing and achieving a goal he had. The result was **I achieved my goal in six weeks.**

Accomplishing this goal prepared me for a series of life events that would seriously test and define me at an early age. At the time I had no idea how much of an impact this part of my life would have on everything I would ultimately do, personally and professionally.

You may be wondering, what was my goal? Why was it so important to me? How was it able to inspire me so greatly to do something that was seemingly impossible when I began?

The goal was a Motorcycle. It's importance was two-fold. **First**, not being denied when I had been told over and over again I couldn't and I shouldn't get it. **Second**, it represented an escape from where I was. My inspiration came from seeing that motorcycle as a link to where I wanted to be and I was not going to allow anything to keep me from getting there.

Being only 17 when I set my sights on that specific bike, unable to finance it or convince my mother to co-sign for me (for obvious reasons she was afraid of the danger, although 1974 was nowhere like it is today) my only chance was to purchase it outright and that is exactly what I did.