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THE INDEPENDENT — Traorier Warchman

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Entrepreneurs conquer adversity. It is a rare person that has never made a mistake (I've never met one). It's not rare for a person to tell you that they have never made a mistake. As I grow older, I find it comical to listen to someone that has always been a success, never failed, never needs to apologize. Admitting your mistakes is a sign of strength, not weakness. Adversity, rejection and failure are opportunities to grow and learn. Those who overcome obstacles, illness and challenges often become the sweetest success stories and sometimes become our heroes.

I saw a commercial for a CBS "Sunday Morning" segment a few weeks ago that inspired this article. During the promo, short video clips ran of some of the most recognizable success stories in history and the narrator spoke of the obstacles they overcame. The recording sits on the hard drive of my TIVO with dozens of other shows that I may see someday. The CBS teaser inspired me; hopefully one of these stories will inspire you.

Recently, my Aunt Marge gave me a paperback written by Stephen King. It wasn't a horror story. It was a book on the art of writing. My aunt knows that my ambitious and competitive nature won't allow me to look at my writings as a simple business column in a local paper. Aunt Marge is a legendary English teacher, lasagna-maker and confidant. I appreciate all of her qualities, although

at dinnertime you can guess which one is most important. That said, as an entrepreneur learning to be a journalist, I need all the help I can get. Aunt Marge and Stephen King are exactly the tutors I need.

"Author Stephen King began work on a short story about a teenage girl named Carrietta White. After completing a few pages, King decided it was not a worthy story and crumpled the pages up and tossed them into the trash. Fortunately for Stephen, his wife Tabitha took the pages out and read them. She encouraged her husband to continue the story. He did.

In January 1973, King submitted *Carrie* to Doubleday. In March, Doubleday bought the book. On May 12, Doubleday sold the paperback rights of *Carrie* to New American Library for \$400,000. Since then, King has had numerous short stories and novels published and movies created from his work. Stephen King is called the "Master of Horror." There are over 300 million copies of his novels in publication. (From stephenkingshop.com)

King has often said that he trashed his book because he was tired of rejections. He's since learned that overcoming adversity and showing strength and resolve make a difference. It's a competitive world and if you really love something there are no limits to how tough you can be.

The world of sports has many stories of seizing victory from the jaws of defeat. The timeliest tale is the oft-told story of Michael Phelps.

Before he became an Olympic swimmer, Phelps struggled with a commonly diagnosed medical disorder. As a child the Olympic gold medalist was an outgoing, athletic, energetic kid. Michael's mom Debbie said that "He never sat still, never closed his mouth, always asking questions, always jumping from one thing to another." She thought he was a typical boy.

However, at age nine, his doctor diagnosed Michael with Attention Deficit Hyperactivity Disorder. ADHD affects more than four million children in the United States. Today, the record-breaking athlete successfully manages his condition, and his mother has devoted a great deal of time and effort to helping others. Debbie Phelps has a website "A Place For Moms Of Children With ADHD." Once again, a challenge was met and the outcome has been astounding.

Locally, there are many business success stories. If you know someone well enough, they will share their story with you. Ian Fyffe founded Sparkling Pools and Harbor Hot Tubs nearly 30 years ago. If you look at these companies now, you would never know of his modest beginnings.

In order to make ends meet, young Ian set up a tent in the woods in North Sea. With no electricity or water, he camped out for nearly a year as he grew his business. Each client, each pool and every hot tub he serviced brought him closer to the success he envisioned. "I never really thought of it as a hardship. Every part of living was an adventure,

each step in growing the business was a challenge that would be met." Ian now presides over one of the premier custom swimming pool construction companies in the Hamptons.

You can make it happen in business, you can make it happen in sports, you, Perseverance and confidence is all it takes.

Aspiring authors find hope in Stephen King's story, young athletes are inspired by Michael Phelps, ambitious young businessmen can learn from Ian Fyffe, and of course, Italian mothers all over the world look to my mom and Aunt Marge for guidance on all matters relating to literature, life and pasta.

For more information on how you can make your business more creative and more profitable, log on to PathToSuccess.com.

Murder-Suicide

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to find Smith in the kitchen unconscious, a gun and a note nearby. His wife, Beatrice Smith, 84, was his childhood sweetheart. He shot her while she slept. In that case, police concluded the aging couple's medical problems were the driving force behind the murder/suicide.

So far, county homicide has not divulged a motive for Monday morning's crimes. And they may not. Fitzpatrick said that officers may have a discussion with the Stockel's children, but police interest is in the criminal end. "Once we know we're not going to prosecute anyone, the reason why [the crime was committed] is not overly important to us."

kmerrill@indyeastend.com

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