

**June 6, 2010**  
**Bulletin # 23**

## ***Our Lady of Lebanon Maronite Catholic Church***

2216 Eoff Street, Wheeling, WV 26003

Rectory: 304-233-1688 • Fax: 304-233-4714

E-Mail: ololwv@comcast.net • Web Site: www.ololwv.com

***Fr. Bakhos Chidiac Pastor***

Evelyn Ghaphery (Organist)

Charlotte Khourey & Thomasina Geimer (Secretaries)

### ***3<sup>rd</sup> Sunday of Pentecost***



### ***Schedule of Divine Liturgies***

- \***Weekend Masses:** Saturday evening at 4:00 p.m.  
Sunday morning at 10:30 a.m. [Rosary starts at 10:00 a.m.]
- \***Weekday Masses:** Wednesday, Thursday, Friday at 9:00 a.m.
- \***Benediction of the Blessed Sacrament:** 1<sup>st</sup> Saturday of the month at 3:30 p.m. & 1<sup>st</sup> Sunday after 10:30 a.m. Mass
- \***Confession:** Saturday: 3:00 p.m. to 3:45 p.m. or any other time by appointment
- \***Baptism:** Please phone the Pastor as soon as a baby is born; at least one Godparents must be Catholic
- \***Weddings:** Please make arrangements at least six months in advance before any other plans are made
- \***Sick Calls & Anointing of the Sick:** Please notify the pastor at **304-233-1688**
- \***Parish Council:** Lou Khourey 304-277-3230, Linda Duffy 304-242-6853, Tom George 304-336-7142,  
P.J. Lenz 304-242-5606, Carol Dougherty 740-782-0146, Rita Strawn 304-547-1692,  
Mike Linton 304-242-6969
- \***Choir Members:** Rita Strawn, Shirley George, Allison Duffy, George Thomas, Ted Olinski, Earl Duffy,  
Lou Khourey, Robert Vawter, Jody & Abbie Seabright, Tracey Dierkes
- \***Altar Boys:** Louie Khourey & Dalton Haas
- \***Cedar Club:** Linda Duffy, President 304-242-6853
- \***Women's Society:** Sandra Dusick, President 304-232-7395



- \***Bulletin Announcements:** Submit all Bulletin Information by Tuesday Noon every week.
- \***New Parishioners:** We welcome you with great joy and invite you to be officially listed as one of our parishioners
- \***Cedar Hall Rental Fees:** Call the Church Office **304-233-1688**
- \***Parking:** Saturday & Sunday, parishioners may park in both lots; Monday-Friday, park ONLY in the 3 ALLEY spaces
- \*Remember the Church in your Last Will & Testament – Her prayers will accompany you to heaven
- \*Please support Our Lady of Lebanon Church by patronizing our Benefactors and Advertisers
- \*If you support the Church and need a Bulletin mailed to you, please call the church office

## ***Gospel Reflection***

*Readings: 1Cor 2:1-10 and Jn 14:21-27*

Which of us does not keep in the depth of our heart a nostalgic longing for a home, a haven of peace and rest, a place where we can recover from life's storms? Jesus was aware of this human longing. In preparing his disciples for the day of his departure, he tells them he is going ahead in order to prepare a dwelling-place for them at their journey's end. How strange are his expressions: "I am the way"; "I am the gate," spoken in anticipation of the Easter experience with the purpose of lighting up its deep significance.

"You know the way to the place where I am going... ." The confusion of Thomas and Philip is understandable. They wished to localize – to know exactly this place where the Father may be seen. No route-map is required; Jesus is the way to the Father, and he must be followed. Yet whoever has seen Jesus has seen the Father; Jesus is the way because he is the truth and the life. He is the truth because he is the very incarnation and expression of the Absolute which we human beings seek and for whom we were made. He is the life, by the gift which he makes continually of himself, and by the works he rouses believers to do. In the last analysis, Jesus is the way, the truth and the life because he is one with God. He is in the Father and the Father is in Him.

If we wish to keep our faith in all its purity we must always remember that it is "Christian." That means that we do not believe in a "faceless" God – on the contrary! God has shown us his face in Jesus Christ. So we are taught to recognize him in the face of Jesus of Nazareth, who has "entered before us" behind the veil. It is by continuing here on earth the work of the Son, by seeing his face in the disfigured faces of men, whose sufferings he has shared by his death on the cross, that we journey with him to our own final dwelling-place. Indeed, "you will guide us along the path of life; you will open the door of your home to us, O Lord!"

## ***Mass Intentions***

**This WEEKEND, June 5-6: Third Sunday after Pentecost**

**Saturday, June 5:**

**At 3:30 p.m.: Benediction of the Blessed Sacrament**

**At 4:00 p.m.:** Joseph & Rosaline Saseen by Dr. Joe & Susie Saseen

**Sunday, June 6 at 10:30 a.m.: Mass will be followed by Benediction of the Blessed Sacrament**

Living & Deceased members of the Nicholas & Nimnoom Ghaphery Family & the David Abraham

Ghaphery Family by the Ghaphery Family

Dale Seidler Sr., by his wife Nettie & Family

**Weekday Masses**

**Monday, June 7:** No Mass. Pastor's Day Off

**Tuesday, June 8:** No Mass. Pastor's Day Off

**Wednesday, June 9 at 9:00 a.m.:**

Helen Fielding by her husband Don (FL)

Edith June Fahey by Beverly Fahey

**Thursday, June 10 at 9:00 a.m.:**

Edith June Fahey by Mike Fahey

Helen Fielding by her husband Don (FL)

**Friday, June 11 at 9:00 a.m.:**

Edith June Fahey by

Helen Fielding by her husband Don (FL)

**Next WEEKEND, June 12-13: 4<sup>th</sup> Sunday after Pentecost**

**Saturday, June 12 at 4:00 p.m.:**

Joseph & Rosaline Saseen by Dr. Joe & Susie Saseen

Thomas & Stella Ryncarz by Richard & Mary Ryncarz

**Sunday, June 13 at 10:30 a.m.:**

Mimi Rohanna (on her Anniversary) by her daughter Mary & Family

Louis John by Catherine Gaudio

## ***Our Lady of Lebanon Calendar of Parish Events***

<b>Date</b>	<b>Event</b>
Friday, June 11	<b>Cedar Club Sponsored Picnic-in-the-Parking-Lot – 6:00-10:00 p.m.</b>
Mon.-Sat., June 14-19	<b>Pilgrimage with Fr. Gary to St. Anne's in Canada – see flyer for more information</b>
Sat. to Fri., June 19 to 25	<b>Week of Father's Day Masses</b>
Sunday, June 20	<b>Father's Day</b>
Monday, July 5 to 11	<b>Nam Convention &amp; Clergy Conference in Birmingham, Alabama</b>
Monday, July 19 to 24	<b>MYO Workshop in Latrobe, Pennsylvania –see information at <a href="http://www.maroniteyouth.com">www.maroniteyouth.com</a></b>
Sunday, July 26	<b>Women's Society 50/50 Monthly Raffle – following Mass</b>
Sunday, August 1	<b>Mahrajan Raffle – Early Bird Drawing – from all entries received by Saturday, July 31</b>
Sunday, August 15	<b>Feast of the Assumption &amp; Mahrajan – at Oglebay Park</b>

### ***Heat System Fundraising to Replace Old Church Furnace***

H.E. Newman Company will begin the installation of the new boiler on June 21st. We are short \$8,000 to finish this project that costs \$22,000. We need your help and donations to finish this job. A plaque will be installed in the church to commemorate all the donors toward this project. Special appreciation goes to those making donations since April 11<sup>th</sup>: **Schenk Charitable Trust** (\$10,000), **Debbie & Freddie Shia, Jean & George Weisner, The Cedar Club, Bob Kupchak, Anonymous, Rose Vargo, George & Patty Fahey In Memory of Edith June Fahey, Nettie Seidler, Dr. Joe & Susie Saseen & Dr. Robert & Rosemary (Saseen) Wanker In Memory of Our Mother & Father Joseph & Rosaline Saseen, more Anonymous donors (\$150), George Lewis (\$115), Peggy Justice (\$55.00), Phillip & Thomasina Geimer (\$100),**

### ***Cedar Club Picnic-in-the-Parking-Lot*** (Friday, June 11, 6:00-10:00 p.m.)

The Cedar Club is having their Picnic-in-the-Parking-Lot on Friday, **June 11, from 6:00 to 10:00 p.m.** All are invited to attend. Please bring a covered dish. The Cedar Club will provide hot dogs and hamburgers. Corn Hole and other games will be provided. Come and enjoy the evening. For more information call Nini Miller at 304-243-0057.

### ***Father's Day – Week of Masses*** (from Saturday, June 19<sup>th</sup>, to Friday, June 25<sup>th</sup>)

#### ***Salute Our Fathers***

On this day we salute our fathers. No matter what their education, their line of work, their financial success or their social position, they consider themselves, above all else, fathers. To be a good father, they realize, is a vocation in itself.

For help in the fulfillment of their vocation, they often turn to God. Their daily prayers, their Sunday Mass, their frequent confession and communion gain for them the graces they need. Moreover, the example they give in this regard sets a pattern for the entire family.

On Father's Day let us thank God for all good Catholic fathers who day in and day out are such a wholesome influence in our homes. We pray that Catholic homes may be blessed with fathers worthy always of the honor enjoyed by the fourth commandment, "Honor your father and your mother." Blessed indeed is the home headed by a good Catholic father!

#### **5 Masses for the Repose of the Souls of Our Deceased Fathers & Grandfathers**

*George Toweel & Anthony George by Fr. Gary*

*Deceased Fathers & Grandfathers of the Chidiac Family by Fr. Bakhos*

*Habib Khourey, Nassif Nader & Louis H. Khourey, Sr., by Lou & Charlotte & Emmalena & Louie*

*Charles "Pud" Howard, Bruce Cody Riggs & Franklin Howard by Lou, Charlotte, Emmalena & Louie*

*Joseph Saseen & Elmer Blust by Joe & Susie Saseen*

*Joseph J. John, John W. Keegan, John J. John, Louis J. John by the Louis John Family*

*Tim & Gus Shia by the Family*

*John F. Kukula by daughter Cathy Gerhart & Son John M. Kukula*

*Steve Schlog & Shakery Saseen by Bob & Fran Saseen*

*Constantine Shia & Thomas Shia & Donald Vince by their children*

*Frank Gray & Abraham George by Jim & Shirley George*

*Walter Elwartoski by his son Richard*

*John Jacobs (grandfather) & John Dusick (father) by Sandra Dusick  
Our fathers & grandfathers by Bill & Carol Dougherty  
Joseph P. Duffy & George T. Fadoul by Earl, Linda & Allison Duffy  
Anthony Condelli & Joseph Long by Sylvia Long  
Abdo Habita Ferris by Thomas A. Ferris*

**5 Masses for Good Health & a Long, Happy Life of Our Living Fathers & Grandfathers**

*Dolour George by Fr. Gary  
Louis H. Khourey, Jr., by his children Emmalena & Louie & wife Charlotte  
Joseph J. John, II, Louis J. John, II, Al Zambito, Edward Beabout & Joe Harrell by the Louis John Family  
Adel Frenn, Elias Frenn & Jim Thomas by Diane, Andreah & Justin Frenn  
Bob Saseen by his wife & sons  
Jim George Sr. & Jim George Jr. & Donnie Musilli Jr. by Shirley George  
Joe Linton by his children Steve and Mike Linton*

***Flowers for the Sacred Heart of Jesus in June*** (Sundays, June 6 through 27)

If you would like to donate flowers one Sunday in June for St. Joseph or the Sacred Heart of Jesus, please call the church office at 304-233-1688.

Sunday, June 6	Sylvia Long in Memory of her husband Arthur and her son Mark
Sunday, June 13	Sylvia Long in Memory of her husband Arthur and her son Mark
Sunday, June 20	Don Fielding (FL) in Memory of his beloved wife Helen on her 5 <sup>th</sup> Anniversary

***Women's Society Monthly 50/50 Raffle*** (Sunday, July 25, after Mass)

Our next 50/50 Raffle drawing will take place in the Cedar Hall after Mass on **Sunday, July 25<sup>th</sup>** from ticket entries received during **June and July**. Complete and return Ticket stubs from those placed at the church entrance or printed in the Weekly Church Bulletins. Congratulations to Peggy Justice who won the April/May prize of \$55.

***Mahrajan*** (Sunday, August 15, at Oglebay Park)

**Souvenir Ad Book:**

Remember to send in your payment and Green "Mahrajan Souvenir Book Form" as soon as possible so that your Memorial or Business Ad will be included in this year booklet. Mahrajan Donations: Any amount will be appreciated and will contribute to the success of our Mahrajan. Gifts will be recognized at the levels listed below. Thanks to those listed who have made donations toward our event:

--Diamond Level (\$100 & above): John & Dee Shiben, Dr. Rajai & Nahla Khoury, Dr. Adel & Dianne Frenn, Dr. MaryAnn Cater & Dr. Rob Vawter,

--Gold Level (\$50 to \$99): Esther Khoury

--Silver Level (under \$50): Bob & Fran Saseen,

**Raffle Tickets:**

This year during the Mahrajan at Oglebay Park, in addition to having a chance to win the \$100 Early Bird Prize on Sunday, August 1, from all entries received by Saturday, July 31, your Raffle Tickets will also give you the chance to win one of the following prizes: the \$1,000 Cash Grand Prize, a 32" Plasma TV (donated by Doctors Khoury, Frenn and Vawter), a \$100 Gift Certificate from Nicky's Garden Center, an Olympus 12 mega pixels Digital Camera (donated anonymously), a beautiful hand-appliquéd floral-patterned quilt (donated anonymously).

**Table Reservations:**

Under Tents:	Kay Garvey, Michael David, George Lewis, Tom Carroll, Don Ruch Jr.,
Open-Air:	Kathleen Ackerman (2), Peggy Palmer (2),

Attention Booth Chairpersons: Mahrajan Chairman Lou Khourey requests that all last year's Mahrajan Booth Chairpersons (listed below) contact him to confirm your willingness to continue in the same capacity for our 2010 Mahrajan. If possible, please e-mail him at [lhk@gkt.com](mailto:lhk@gkt.com) with your contact information (phone, address, etc.) to expedite communications. If you cannot e-mail, please phone him at home in the evenings at 304-277-3230.

Booth	Chairperson(s)	Booth	Chairperson(s)
Grape Leaves	Carol Dougherty	Ticket Trailer	Charlotte Khourey
Shwarma & Falafel	Adel & Diane Frenn with Pitaland Employees and Don & Roberta Henning	Raffles/Culture	Culture: Bassam Deeb Raffle Sales: Gary Dietz & Kim Gibbons
Children's Food	Peggy Justice & Ann Lee Bauduin	Pop & Water	Mike Linton
Children's Activities	Christine Faulkner	Beer	Barry Carter
Food Lines	P.J. Lenz & Al Depto	Instant Bingo	Millet Fadoul
Inside Site 1 Kitchen	Linda Duffy	Hi-Lo	Mickey Duffy
Pastry & Coffee	Kathleen George	Cashiers	Randy Weisner
Grill & Shish Kebab	Tom John	Table Reservations	Janet Shutler
Souvenirs	Nikki Popovich	Booth Break-Down	(on Sunday Evening) ???

## *Please Pray for Those on Our Prayer List*

### Please Remember Those Hospitalized Recently in Your Prayers:

Peggy Shalvey, Virginia Porchiran, Mary Law Thomas, Regina Hancher, Philip Ruggiero, Ann Lee Bauduin, Zachary McKim, Pearl Shutler (mother of Janet), Louis Coury (brother of Lucille Gibbons),

### Also Please Pray for Those Who Asked Us to Pray for Them:

Miah Downs, Thomasina Geimer, Tim Wrixon, Don Stoflinsky, Sylvia Long, Dorothy Kupchak, Patty Billick, Donald Gibbons (son of Lucille), Eileen Foster and her mom Barb Sobota, Andy Kaminski, Frank Lish, Josephine Joseph, Theresa Snedeker, Dolores Palotay, Bob Dougherty (brother of Bill), Rosella Saseen, Gary West, Laura Wellman, Virginia Khourey Bryan (aunt of Lou Khourey in Toledo, OH), Manell Brice (Arlington, VA), Rose Mary Bris-Roybal (Albuquerque, NM), Pat & John Vawter (mother & brother of Dr. Rob Vawter)

## *Happy Birthday*

June 5: Earl Duffy, Mary Stees, Kenly George  
 June 7: Jean Weisner  
 June 8: Patty Olinski  
 June 9: Ava DeMuth  
 June 11: Allison Duffy  
 June 12: Marcia Laughlin  
 June 14: P.J. Lenz  
 June 15: Becky Joseph Ferrera  
 June 20: Nick Ghaphery, Jr.

## *What's New?*

### *Our Beloved Altar Server Sam Elias Has Died*

We give back to You, O God, who gave them to us.  
 You did not lose them, when You gave them to us.  
 And we do not lose them, by their return to You.  
 Your dear Son has taught us; that life is eternal and love cannot die.  
 So death is only a horizon, and a horizon is only the limit of our sight.  
 Open our eyes to see more clearly, and draw us closer to You;  
 that we may know that we are nearer to our loved ones, who are with You.  
 You have told us that You are preparing a place for us;  
 prepare us also for that happy place, that where You are we may also be always,  
 O dear Lord of life and death.

The pastor and the parishioners of Our Lady of Lebanon Church, Wheeling, offer their heartfelt sympathy to the **Elias** family on the loss of their beloved **Sam** who died in the Lord in Wheeling, last

Wednesday, June 2nd. Fr. Bakhos will celebrate the Funeral Mass at Our Lady of Lebanon Church on **Monday, June 7<sup>th</sup>, at 10:00 a.m.** The choir of the church will serve the Mass and the Women's Society serving the Mercy Meal in the Cedar Hall of the church after the interment. May the Blessed Mother intercede for him and lead him to the light of Christ. May the Almighty God grant repose of the soul to His servant **Sam** and we extend the parish's condolences to his family in their time of sorrow.

Our Lady of Lebanon Church is so grateful to **Sam's** family for directing all memorial contributions toward the church maintenance. May his Memory be eternal. AMEN

## ***A New Baby Boy***

Our warmest wishes and congratulations go out to Dustin and Sonia (Rahi) Howarth on the birth of their son Tyler Michael, and to his grandmother, our parishioner Chamse Rahi. May the Lord God and the Blessed Mother bless Tyler Michael and grant him a healthy life and bright future.

## ***Many Thanks***

--To Betty Shia for sponsoring a \$300 censer to be used in the church in Memory of her husband Eddie Shia. May his memory be eternal.

--To Mrs. Peggy Justice for donating her \$55 prize of the 50/50 toward the new Heat System. It is highly appreciated.

--To Dr. Rajai & Nahla Khoury, Dr. Adel & Diane Frenn and Dr. Rob Vawter & MaryAnn Cater for donating the 32" Plasma TV for the Raffle Tickets to be drawn at the Festival.

## ***A Special Thank You...***

...to Antonio and Linda Kanan, Sr. of Mexico City, Mexico, who sponsored the statue of St. Sharbel, which is currently on display at the entrance to our church (on the landing near the elevator).

...also to Sondra and Roger Markos who coordinated the delivery of the statue to our church. The statue was donated by the Kanan family on behalf of Miah Downs, the granddaughter of Sondra & Roger. Miah is only 3 years old and is suffering from a heart ailment that will in all likelihood require a heart transplant in the very near future. Please keep little Miah in your prayers. May the Blessed Mother guard and protect her and grant her an improvement in her health.

## ***Congratulations Graduates:***

--Our altar boy Dalton Haas has been graduated from 8<sup>th</sup> grade at St. Michael School. We pray and wish you good luck in the future.

<b><i>Your Church Support Last Week</i></b>	
\$1,131	Collection
62	Candles
391	Utilities
160	Parking
50	Flowers for the Sacred Heart of Jesus
550	Mahrajan (Ad Book)
150	Mahrajan (Rental Space)
35	Mahrajan (Tables)
12	Spaghetti Dinner
270	Fundraising (New Church High-Efficiency Heat System)
315	Reimbursement
55	Endowment Fund (from the Women's Society 50/50 Raffle)
\$3,181	Total Deposits. <i>May God reward you many fold</i>

## ***Maronites! Who Are They?***

***Maronites = Catholics of the East; Latins = Catholics of the West. We are all Catholics.  
Antioch, Roots of the Maronites (1)***

Antioch was a city of near mythic status for Christians of the eastern Roman Empire. Its significance had come within the first generation of Christians, and in its religious authority it remained unique among eastern cities, though in time it would be rivaled first by Alexandria and later by Constantinople and Jerusalem.

### **From Apostolic Roots to Legalization:**

In the aftermath of Jesus' death and resurrection, as the apostles took up the charge to "Go forth and make disciples of all nations" (Matt. 28:19), Antioch provided an important base for the emerging church. Significant missionary efforts took place within the city itself, with substantive preaching to Jewish and gentile communities alike (Acts 15:19-30). Further, in the earliest missions conducted by the apostle Paul and others Antioch was a major center for planning, organizing, and refurbishing their efforts (Acts 13:1-3). The missionary work within and outward from Antioch was tremendously important for the new religion at the very moment of its independent identification: it was in Antioch that followers of Christ were first called "Christians" (Acts 11:26). Antioch was also the place where Paul and Peter clashed over the question of gentile converts, a crisis that led to the first council of the church summoned in Jerusalem (Acts 15:1-21; Gal. 2:1-21). Because of its early association with both Saints Peter and Paul, Antioch would represent the whole vision of Early Christian institutional authority: through Paul, the power of charismatic leadership divinely granted, and through Peter, the indisputable claim to apostolic succession of those taught by Christ himself.

Most scholars would agree that the Gospel of Matthew was written in Antioch, probably between the years 80 and 90 C.E. Matthew is the most ecclesiastically oriented of the four canonical gospels, with considerable attention given to problems of church organization and structure; it is the only one of the New Testament gospels to use the term *ekklesia*, meaning "assembly," which Christians would take as the term for "church" (although Paul had used it in his letters). Matthew also contains the famous charge to Simon Peter, whom Christ chose to be "the rock" upon which he would build the church and to whom he granted the power of the keys of the kingdom of heaven (Matt. 16:18-19). Although the bishops of Rome would later apply these verses to the Roman papacy, Rome is nowhere mentioned in this gospel incident, which locates special authority in the person of Peter rather than in a place. The ecclesiastical and Petrine themes of Matthew's gospel substantiated the image of Antioch as an authoritative base of apostolic activity. The image would be indelibly confirmed in the correspondence of the bishop Ignatius of Antioch surviving from the early second century. During the reign of the emperor Trajan (98-117 C.E.), perhaps between the years 107 and 110, Ignatius was arrested as a Christian and sent to Rome for trial. En route he wrote letters to the Christian churches in Ephesus, Magnesia, Tralles, Rome, Philadelphia, and Smyrna, with an additional letter to Polycarp, the bishop of Smyrna, who collected and circulated the correspondence. From these seven letters we learn that Ignatius was the leader and bishop of the Christians in Antioch; that he fully expected to be executed in Rome, condemned to face wild beasts in the stadium; and that he understood his own authority as bishop to bear upon the life and work of Christian churches throughout the empire. *(To be continued)*

## ***Cow Boy Story***

When I started my telecommunications company, I knew I was going to need salespeople to help me expand the business. I put the word out that I was looking for qualified salespeople and began the interviewing process. The salesperson I had in mind was experienced in the telemarketing communications industry, knew the local market, had experience with the various types of systems available, had a professional demeanor and was a self-starter. I had very little time to train a person, so it was important that the salesperson I hired could "hit the ground running."

During the tiresome process of interviewing prospective salespeople, into my office walked a cowboy. I knew he was a cowboy by the way he was dressed. He had on corduroy pants and a corduroy jacket that didn't match the pants; a short-sleeved snap-button shirt; a tie that came about halfway down his chest with a knot bigger than my fist; cowboy boots; and a baseball cap. You can imagine what I was thinking: "Not what I had

in mind for my new company.” He sat down in front of my desk, took off his cap and said, “Mister, I’d just shore appreciate a chance to be a success in the telephone biness.” And that’s just how he said it, too: biness. I was trying to figure out a way to tell this fellow, without being too blunt, that he just wasn’t what I had in mind at all. I asked him about his background. He said he had a degree in agriculture from Oklahoma State University and that he had been a ranch hand in Bartlesville, Oklahoma, for the past few years during the summers. He announced that was all over now, he was ready to be a success in “biness,” and he would just “shore appreciate a chance.”

We continued to talk. He was so focused on success and how he would ashore appreciate a chance” that I decided to give him a chance. I told him that I would spend two days with him. In those two days I would teach him everything I thought he needed to know to sell one type of very small telephone system. At the end of those two days he would be on his own. He asked me how much money I thought he could make. I told him, “Looking like you look and knowing what you know, the best you can do is about \$1,000 per month.” I went on to explain that the average commission on the small telephone systems he would be selling was approximately \$250 per system. I told him if he would see 100 prospects per month, that he would sell four of those prospects a telephone system. Selling four telephone systems would give him \$1,000. I hired him on straight commission with no base salary. He said that sounded great to him because the most he had ever made was \$400 per month as a ranch hand and he was ready to make some money. The next morning, I sat him down to cram as much of the telephone “biness” I could into a 22-year-old cowboy with no business experience, no telephone experience and no sales experience. He looked like anything but a professional salesperson in the telecommunications business. In fact, he had none of the qualities I was looking for in an employee, except one: He had an incredible focus on being a success.

At the end of two days of training, Cowboy (that’s what I called him then, and still do) went to his cubicle. He took out a sheet of paper and wrote down four things:

1. I will be a success in business.
2. I will see 100 people per month.
3. I will sell four telephone systems per month.
4. I will make \$1,000 per month.

He placed this sheet of paper on the cubicle wall in front of him and started to work. At the end of the first month, he hadn’t sold four telephone systems. However, at the end of his first ten days, he had sold seven telephone systems. At the end of his first year, Cowboy hadn’t earned \$12,000 in commissions. Instead, he had earned over \$60,000 in commissions.

He was indeed amazing. One day, he walked into my office with a contract and payment on a telephone system. I asked him how he had sold this one. He said, “I just told her, ‘Ma’am, if it don’t do nothing but ring and you answer it, it’s a heck of a lot prettier than that one you got.’ She bought it.” The woman wrote him a check in full for the telephone system, but Cowboy wasn’t really sure I would take a check, so he drove her to the bank and had her get cash to pay for the system. He carried thousand-dollar bills into my office and said, “Larry, did I do good?” I assured him that he did good! After three years, he owned half of my company. At the end of another year, he owned three other companies. At that time we separated as business partners. He was driving a \$32,000 black pickup truck. He was wearing \$600 cowboy-cut suits, \$500 cowboy boots and a three-carat horseshoe-shaped diamond ring. He had become a success in “biness.”

What made Cowboy a success? Was it because he was a hard worker? That helped. Was it because he was smarter than everyone else? No. He knew nothing about the telephone business when he started. So what was it? I believe it was because he knew the Ya Gotta’s for Success:

He was focused on success. He knew that’s what he wanted and he went after it.

He took responsibility. He took responsibility for where he was, who he was and what he was (a ranch hand). Then he took action to make it different.

He made a decision to leave the ranch in Bartlesyule, Oklahoma, and to look for opportunities to become a success.

He changed. There was no way that he could keep doing the things that he had been doing and receive different results. And he was willing to do what was necessary to make success happen for him.

He had vision and goals. He saw himself as a success. He also had written down specific goals. He wrote down the four items that he intended to accomplish and put them on the wall in front of him. He saw those goals every day and focused on their accomplishment.

He put action to his goals and stayed with it even when it got tough. It wasn't always easy for him. He experienced slumps like everyone does. He got more doors slammed in his face and telephones in his ear than any salesperson I have ever known. But he never let it stop him. He kept on going.

He asked. Boy, did he ask! First he asked me for a chance, then he asked nearly everyone he came across if they wanted to buy a telephone system from him. And his asking paid off. As he likes to put it, "Even a blind hog finds an acorn every once in a while." That simply means that if you ask enough, eventually someone will say yes. He cared. He cared about me and his customers. He discovered that when he cared more about taking care of his customers than he cared about taking care of himself, it wasn't long before he didn't have to worry about taking care of himself.

Most of all, Cowboy started every day as a winner! He hit the front door expecting something good to happen. He believed that things were going to go his way regardless of what happened. He had no expectation of failure, only an expectation of success. And I've found that when you expect success and take action on that expectation, you almost always get success. Cowboy has made millions of dollars. He has also lost it all, only to get it all back again. In his life as in mine, it has been that once you know and practice the principles of success, they will work for you again and again.

He can also be an inspiration to you. He is proof that it's not environment or education or technical skills and ability that make you a success. He proves that it takes more: It takes the principles we so often overlook or take for granted. These are the principles of the Ya Gotta's for Success.

## *Joke (2)*

### *Religion*

A parachutist jumped out of a plane on a windy day and was blown a hundred miles off course by a powerful gale. Then his parachute caught on a tree, so he hung there for hours in the middle of nowhere, shouting for help. Finally someone passed by. "How did you get up there on that tree?" he asked. The parachutist told him. Then asked, "Where am I?" "On a tree," was the reply.

"Hey! You must be a cleric!" The stranger was stunned. "Yes I am. How did you know?" "Because what you said is certainly true and just as certainly useless."

### *Awareness*

A little old Jewish lady sits down in a plane next to a big Swede and keeps staring at him. Finally she turns to him and says, "Pardon me, are you Jewish?"

He says, "No."

A few minutes later she turns to him again and says, "You can tell me, you know, you are Jewish, aren't you?"

He says, "Most certainly not."

She keeps studying him for some minutes, then says again, "I can tell you are Jewish."

In order to get rid of the annoyance the man says, "O.K., I am Jewish!"

She looks at him again, shakes her head and says, "You certainly don't look it."

### *Love*

A friend came to the famous essayist Charles LAMB and said, "I want to introduce you to Mr. SO-AND-SO".

"No, thank you," said LAMB. "I don't like the man."

"But you don't even know him!" said LAMB.

### *Money will buy...*

*A Bed*, but not sleep; *a book*, but not brains; *Food*, but not an appetite; *A house*, but not a home.

*Medicine*, but not health; *Luxuries*, but not culture; *Amusement*, but not happiness.