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- Ancestors
 - Most of them ran businesses so it seems natural to do that
 - My father left a large company, Caterpillar, to buy a small business
 - He focuses on making sure the customers get value
 - He provides high quality services & products
- Elementary through High School
 - Coaching is not a good career for me – thought it was in Junior High, but coaching Little League as a senior in high school showed me I would not like it and I was not good at it. My 2nd insight was trying something is great way to find out if it will work out.
 - Didn't actively participate in my college decision process – let my mother and my math/science teacher drive it. Result is math/science teacher recommended I be an engineer and go to my engineering school. Not sure I would have made same decision if I had researched options.
 - I am not very practical or “trade” oriented. Even with four years as an apprentice electrician and plumber I still wasn't that good at it. I knew I would never be as good as my father. Nor would I enjoy doing it.
 - I wanted to do something that was mainly in your head, not with your hands.
 - I wanted out of my 400 person town
- College
 - I was not very well prepared for a 1st rate engineering school coming from a small farming area high school
 - Learned that I had to stand up for myself on academic decisions
 - AP Calculus vs. Standard Calculus: Teacher & Advisor said stay in AP and I did what I felt was right (moved down to Standard) – which turned out to be right.
 - Civil vs. Electrical: Repeated that in switching majors when I was told it was too late to do so.
 - Able to create new things, e.g. founding the college newspaper
 - Willing to take risks, e.g. was told founding the newspaper was too risky and if I failed would damage my chances of getting into an Honor Society
 - Can manage others, even when I know less than they do about the area, e.g. Newspaper, Fraternity Rush Brochure and Fraternity Homecoming Display
 - Overtime I am realizing engineering is not that hard for most of my fellow Electrical Engineering students (15 of us). I have a 3.0 GPA, but it is a grind for me.
 - I am also wondering how will I ever do engineering as a career, but I have now invested 3 years of very hard work in my EE degree.
 - In my summer job at Indiana Bell my Director told me I was smart but I should not go into sales – I am still trying to understand that one

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- In General
 - I am a natural leader
 - In Junior and Senior High School people put me in leadership positions, e.g. President of Church Youth Group, President of Letterman's Club and President of Senior Class
 - In college sometimes they put me in leadership positions, e.g. VP of my Fraternity, sometimes I sought out the leadership position, e.g. President of Student Body and sometimes I created the leadership position, e.g. founding the college newspaper.
 - I am resilient – I can adapt to change, either imposed or created by me
 - Elementary school to Junior high – merging two small towns
 - Small town to college- made friends easily and adjusted
 - Summer jobs in Detroit and Indianapolis – made friends and adjusted to being on my own in the adult work world
 - I have classical Midwest financial views
 - I don't expect my parents to spend a lot of money on me
 - I have worked full time in the summers since I was a freshman in high school
 - I have classic small town Midwest morals, e.g. I do what I say I will do, people trust me, I have a strong work ethic
 - I am objective and logical
 - I am organized