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|--|---------|
| \\_// <sup></sup> Billion Dollar Program | //\\    |
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### Greetings.

My name is MICHAEL C. COOK, I am the owner of SECURE DIGITS PLUS LLC, and I am an application developer, system engineer, and design artist, seeking an investment or contract to sustain operations related to RESEARCH AND DEVELOPMENT in reference to DIGITAL SECURITY, as well as the advancement of [FightingEntropy( $\pi$ )].

I previously submitted an investment appeal back in October 2020, I believe. However 2020 was a rather EVENTFUL YEAR, and though I can elaborate on that upon request, I've already done a FAIR AMOUNT of that elaboration in my book, TOP DECK AWARENESS - NOT NEWS. https://github.com/mcc85s/FightingEntropy/blob/main/Docs/2022\_0823\_TDA\_Not\_News.pdf

My work samples are on that GitHub project, a lot of it is experimental, but some of it is ready for production. My RESUME as well as a lot of my work samples and exhibits are in that (document/book). However, the goal of THIS document is specifically to elaborate on story elements and integrate them into the proposal.

Over the course of the last 3+ years since I started my company, I've been (drafting/designing) the building blocks, and slaving over the core components of what will eventually become the "Billion Dollar Program". The code name is  $[FightingEntropy(\pi)]$  which <code>ALREADY</code> does a lot with <code>NETWORK</code> <code>SECURITY</code>, <code>OPERATING</code> <code>SYSTEM</code> <code>DEPLOYMENT</code>, and various other tasks that relate to SYSTEM MANAGEMENT and even a small taste of DATABASE INTERFACE (Cim)

- Fights ID theft & cybercrime, and the parties/people that commit these activities

So for instance, ADVANCED PERSISTENT THREAT 29 AKA "COZY BEAR", is a group of hackers/homosexuals who attacked the FEDERAL GOVERNMENT approximately (2) months AFTER I submitted my LAST investment appeal. 2020 FEDERAL DATA BREACH: https://en.wikipedia.org/wiki/2020\_United\_States\_federal\_government\_data\_breach These queers are based in RUSSIA, and they were able to commandeer the Department of Defense, Department of Commerce, Department of Energy, the National Security Agency, the Federal Bureau of Investigation, the Central Intelligence Agency, among many other agencies, as well as a large portion of the companies in the S&P 500. APT29 has been CLOSELY WATCHING and MONITORING ME since before (01/15/2019), as the owner PAVEL ZAICHENKO APPEARS to be ASSOCIATED with THEM. I believe that MULTIPLE PARTIES here in the UNITED STATES, COORDINATED AN EXTREMELY SOPHISTICATED ATTACK with (APT29/COZY BEAR) at the SHOP that I used to manage, at:

# | COMPUTER ANSWERS | 1602 US-9, CLIFTON PARK NY 12065 |

These hackers used a combination of sophisticated cyberattacks that exploited (4) different attack vectors... 1) CVE-2019-8936, 2) DDOS, 3) WannaCry Ransomware derivative, 4) Phantom/Pegasus on my Apple iPhone 8+ I elaborate MORE on these things in my book, TOP DECK AWARENESS - NOT NEWS.

- Single cohesive package that is cross platform and scalable, rather than multi-platform and using various distributors, though to be perfectly clear, multiple platforms such as UNIX, FREEBSD, and LINUX are used.
- Security and updates maintained automatically (like Windows Update, but with added functionality)
- Integrates APPLICATION DEVELOPMENT, VIRTUALIZATION, and NETWORK ENGINEERING dynamically
- Includes (GUI/graphical user interface) components for interactions w/ databases, website, system mgmt, etc. Components of the RETAIL application...
- Access to system requires 2 factor authentication,
  - [Factor #1]: BADGE/NAME TAG with a LANYARD
- [Factor #2]: PROXIMITY SENSOR that is attached to LANYARD, and is TRACKED, but- does not leave the premises
- EVERY TERMINAL can be used to make updates or notes, and even conduct sales or order inventory
- EVERY TERMINAL saves a session for each operator to return to, regardless of the node
- IF the proximity sensor belonging to a user who has OPENED a session, has exceeded a specific distance, THEN, a timer countdown begins. IF it does NOT return before it reaches 0, the session will automatically lock itself and allow OTHER users, to use the terminal
- IF a user has left a session open, and has exceeded a specific distance, and a DIFFERENT USER approaches the terminal, OR, if it detects a DIFFERENT PROXIMITY SENSOR, the session will lock itself (the last 2 are meant to specifically expedite the process of signing into a session for individuals)
- Having sessions tied to specific users allows each operator to have tangible metrics on their performance and efficiency, AKA micromanagement
- Any transaction is able to be transferred from any other, if for some reason a transaction BEGAN but hasn't been CONCLUDED, and the operator was distracted and left the terminal (for instance, phone calls)
- Integrates security appliances and Internet of Things (thermostat, lighting, alarm system, cameras, etc.)
   (All/MOST) networking equipment is VIRTUALIZED [routers, switches, firewalls] and every (connection/node) is ENCRYPTED WITH A SPECIFIC PRIVATE KEY (cause it'll use Active Directory) and the hardware ID on each NIC MAC
- Alerts generated whenever a device has a severed connection, or if the signature is invalid (anti-spoofing)
- Steps recorder tracks every accounts' move, and generates a unique signature for each operator, effectively generating a digital signature or pattern... this is only reserved for forensics, and cannot be accessed by internal users

Eventually, OTHER aspects will be included, though these are the main components of the billion dollar program that the people reading this document might find INTERESTING and COMPELLING. Many of the components that your corporation currently uses, are pretty bulky, draw a fair amount of power, and are clunky, not very seamless, and requires any branch to call in to the service desk to submit a ticket.

That's not to say that the equipment isn't doing the job...?
But sometimes I think about a guy I once worked for, Brian Kovelman.

I'll expand on several tangents and then return to the main point I made above, in discussing a system that I built in August 2017 at: Computer Answers, 1602 US-9, Threadripper Mark I.

Brian Kovelman is a man who owned and operated a restaurant in Albany called Mild Wally's.

Mr. Kovelman and I ALWAYS had some sort of DISPOSITION, or rather, he always had a DISPOSITION toward ME, which caused me a fair amount of anxiety whenever I was around him, at least when I FIRST started working for him back in 2004 or 2005 at Mild Wally's.

Mild Wally's CONSISTENTLY had the best wings in Albany for many years, and received a SERIES of awards for it.

It has been many years since I've worked with Brian.

One of my noteworthy accomplishments when I worked there, was that I was able to break his best delivery drivers' daily sales record by ACCIDENT one night. He called me the next day, because he thought that there was some sort of MISTAKE, or some type of FLUKE... because it was the highest number that anyone at that shop had ever brought in. So, you would think that was a GOOD thing, but for some reason... he seemed kinda PISSED about it.

Like I said, I'm not badmouthing Mr. Kovelman at all, but the dude had an unspoken RESENTFULNESS or DISMISSIVENESS toward me, and when combined with how I managed to outdo him... it caused his disposition to become quite clear to me.

That's not to say that Brian and I didn't get along, because that's not true — we did. I believe the disparity between him and I, was that I've always been the type of person who LOOKS for things that nobody else bothers to CHECK or DO, in order to do my job more EFFICIENTLY or QUICKLY. But also, I don't think that he knew WHY I was delivering pizzas in Albany when I lived in Clifton Park.

Well, it's because my father, Michael Edward Cook was a cab driver working for OK Taxi on October 23rd 1995, and was murdered by (3) black kids named Tyrell Crawford, Clifton Williamson, and Zontell Gordon. I'll elaborate on THAT by request, but the relevance is that ... I wanted to know my way around Albany.

That is the main reason why I started working in Albany, for I Love NY Pizza, 552 Central Ave, Albany NY.

Brian seemingly misjudged me, and thought I was some sort of ridiculous idiot, and this is the mentality that a lot of people have toward me. It goes by the terms PREJUDICE and DISCRIMINATION, though those terms are probably a fair jump above what was really going on in this guy's mind. I have to consider that the PREJUDICE people treat me with, is resultant to my Autism Spectrum Disorder, and how people judge others by their APPEARANCE, REPUTATION, or PERSONALITY, rather than by PRINCIPLE.

I'm gonna get back around to what is most important about Brian Kovelman in a moment... but, I should come right out and say it. After my father was murdered, I was bullied, emotionally abused, beaten up, picked on, cheated, lied to, hurt, and blamed for things I never did, QUITE A LOT. My father wasn't alive to teach me about how to find the toughest/coolest dude in the room who made the mistake of deciding it'd probably be OK to go ahead, and do these things to me... walk up to them, and then, break their fucking legs in front of EVERYONE in that room, with no warning whatsoever.

That's a metaphor, by the way. I don't walk into rooms and start breaking peoples legs ... I've never broken anybody's legs either, by the way.

I'm just sayin', it's a pretty good strategy to discuss if you want to TEACH people how society is shaped and molded to underestimate people ALL THE TIME, especially people they shouldn't be underestimating at all… as well as to earn everyone else's respect.

I'm integrating HUMOR with a METAPHOR, to describe the RESISTANCE I face, and that I'm well aware that it exists.

If something were to ESCALATE to something THAT SERIOUS, it would take TIME and DETECTING A PATTERN. I know how to detect PATTERNS, especially when people use PSYCHOLOGICAL MANIPULATION techniques in order to retain their ALPHA MALE status. There is an entire chapter I've dedicated to discussing PSYCHOLOGICAL MANIPULATION in my book, TOP DECK AWARENESS - NOT NEWS.

So, when people try to point at me and giggle, and say stuff like "TEEHEEHEE, DUDE THINKS HES HOT SHIT~!" That's a perfect opportunity to find the toughest dude that's pointing and laughing, and then just break his legs. People won't be laughing after that, will they...? Nah.

However, there's a SMARTER option than that, and YOU'RE READING IT  $\dots$  That option, is to do what I did to Brian Kovelman.

You see, to him, I realize in hindsight, he's worked with a lot of people, so he's had to make quick assumptions about ALL of those people. He did what most people do, made a careless assumption that I'm a fuckin' joke, and thought that I wouldn't last very long. A lot of people do this.

So, just like when I APPLY to places, and I tell them that I have MORE EXPERIENCE with COMPUTERS and NETWORKING, than MARK ZUCKERBERG, the CEO of Facebook...?

Well, sometimes people like to giggle to themselves OR each other, when I make bold statements that they believe are from someone DELUSIONAL. But, here's how I can PROVE what I just said...

| ⊲3FG20K>'s Shopping Maul : https://web.archive.org/web/20220000000000\*/planetquake.com/bfg20k |

That's a website I had hosted on PlanetQuake back in May 2001 when I was 15. The site existed PRIOR to that, until PlanetQuake accepted my submission for their platform to host my site. The earliest entry on PlanetQuake was (4)

months before the World Trade Center was attacked on Tuesday, September 11th, 2001.

On that website, I made LEVELS for a game called QUAKE III ARENA while attending SHENENDEHOWA HIGH SCHOOL. So, when I said I had more experience than MARK ZUCKERBERG, and people started laughing when I said that... if those people review that link...?

... they'll stop laughing pretty fuckin' quickly.

While you can't just go around INSULTING people that think this way (cause you'll have no time to do anything else), you most certainly CAN focus on doing this to CERTAIN people, and then, continue developing and refining the insult so that they can't even PRETEND like they didn't hear ya ... when they think this way.

For instance, I kept doing that to JOHN PICKETT, whose brothers are JESSE PICKETT, and DANIEL PICKETT, and they are the former owners of the NFRASTRUCTURE CORPORATION, which I worked for in 2010. My father and JESSE PICKETT had some type of ASSOCIATION that I was unaware of when I was hired in 2010, which can be seen in this document:

| 07/21/89 | Jesse Pickett 785-3221 | https://drive.google.com/file/d/1y05kPm-CjVIALi6r8CNPMlIRnXvMtPpD |

The reason WHY I kept doing that, is because I BELIEVE THAT THEY HAVE BEEN COMMITTING ESPIONAGE TO ME FOR YEARS. Relative, but side point.

I have to consider insulting guys like the Pickett brothers, when I SUSPECT that THEY have quietly blacklisted me for some NEFARIOUS reason, or if I believe that they had a hand in deploying Pegasus to my smartphone prior to January 15th, 2019. I'll elaborate on that by request.

In reference to Brian Kovelman, I never needed to insult him at all, even if his attitude toward me was constantly rather insulting. That's just it. I WORKED MY ASS OFF for Brian, never STOLE anything from the guy, SET RECORDS, did my best to STAY BUSY, filled in MULTIPLE ROLES and even DID THE SAME WORK AS A MANAGER, but the dude never once considered offering me a job as a MANAGER.

Why...? He's always had some PREJUDICE toward me, and I've never really understood it unless I think about it being a measurement of PRIDE. At which point, it makes perfect fuckin' sense, actually.

One time, I was told to take a food delivery to the same street that my father was murdered, PLUM ST., and I REFUSED to deliver it. Everyone thought I was just being a dickhead, or trying to skip the delivery queue.

I told them, that's where my father was murdered, I don't want to go there. Well, word had made it's way back around to Brian, and it was the first fuckin' time that this dude seemed to drop all elements of prejudice whatsoever, and this dude looked at me and expressed sorrow in reference to my father, and it felt incredibly sincere. Most of the time, Brian was evasive or sarcastic, which caused me to feel like I had to walk around on eggshells around this dude. However, I think THAT was the moment where Brian began to understand why I was the way I was.

And that's just it.

A lot of people in society act a lot like Brian did, UNTIL, they understand what has made me the way I am. Now, Brian didn't let his guard down, because honestly, I think the man has gotten fucked over by so many people ... that he has to be rather RESERVED toward EVERYBODY. And he's not alone because I'm certain that MANY business owners feel this way. So, earning somebody's RESPECT is one way to earn their TRUST, as well.

However, sometimes people can CHARM their way into somebody's hearts, by riding on their PERSONALITY and APPEARANCE, while keeping their fucked up principles very secret and unexpressed. That means, earning someones RESPECT the EASY WAY causes them to automatically be TRUSTED for some strange reason.

I'm not gonna say that Brian was perfect, because he sure as hell wasn't.
But, I know for a fact that I earned this dude's respect the HARD WAY.
There were things about the dude that I think about when I compare and contrast other employers or bosses.
Not (1) fucking time, did this man EVER fail to pay me what I was owed for my worked hours or labor.
It's just NEVER happened.

The dude was IMMACULATE when it came to FINANCES and keeping his restaurant MOVING, ROLLING, and STOCKED UP. The dude probably doesn't APPEAR to be one, but I believe he is a GENIUS, though... truth be told, I believe he could've made a much larger impact on the world if he had TAUGHT other people how to be more like him, rather than to remain so GUARDED... because even though he HAD a following, I believe he could've had a larger network of people to expand his franchise store into multiple locations, not unlike how Papa Johns or Dominoes did.

That's just it.

Brian had TRUST issues, and it limited his success. However, perhaps that was a decision he WILLINGLY made.

A few years ago on Superbowl Sunday in February 2019 AFTER I had started my company, Secure Digits Plus LLC... ...I stopped at Mild Wally's for some slices of pizza.

I'll get to what I said to him about his SOFTWARE, POINT OF SALE DEVICES, AND DATABASE that managed the tickets for his kitchen bulletin system/KBS, in a moment. He didn't have a FULL KBS, they used paper tickets. I was thinking about how to go about building one though.

I'm gonna elaborate on Mild Wally's, being the place with the best wings in Albany… on a fuckin' Superbowl Sunday…? Heh. Much like the marines had to watch for those friggen aliens in the movie, Alien…?

You're talking about everybody needing to stay frosty the entire shift, a bundle of nerves and stress at any given moment. Phone starts ringing...? That's an alien xenomorph poppin' out at ya, shoot em down, soldier.

Just kiddin'.

I'm not exaggerating it by much, because I'll tell ya… the kitchen employees had to show up at 2AM, drain the oil out of the fryers, and that (1) day would essentially only be good for that (1) day. So, the fryers needed to have brand new oil in them, and then they'd start precooking the shit out of about 20 boxes of wings. Yeah.

Precooking the wings about halfway, is a lot like overloading in programming. Doing some work AHEAD of time, to make things much more efficient.

Precooking wings is OK to do in SOME proportion, because it allows the cooking time of the wings to be MUCH SHORTER when an order is submitted, whereby allowing a busy Superbowl Sunday to have the necessary capacity to deliver ANYONE, ANYWHERE in the city who ordered the best wings in Albany, to GET the best wings in Albany, on time. At your friggen doorstep, dude.

Driver: \*knocks on door\*

: \*opens door\* Hey, how are ya...? Guv

Driver : Good, good.

Did you order from Mild Wally's...?

Guy I sure did, best wings in Albany, just watchin' the Superbowl...

Driver: What's the score right now ...?

: Ah, <team 1> is about <points> ahead of <team 2>, they just scored a touchdown. Guv

Driver : \*chuckles\* Excellent.

: Yeah man, hey- <team 1> are awesome.

Driver : Hell yeah, man.
But these WINGS though...? Guv ... best wings in Albany.

Driver : You took the words right outta my mouth, man.

: Here ya go. Guv

Driver : That's like a \$50 bill right there...

: Yeah I know, keep it.

Driver: Thanks a lot man, I appreciate it.

: No problem, have a good night.

Mild Wally's had the best wings in Albany for many years, but… there were other places that came in second, third, fourth, fifth place, etc.

Spinners of Albany was a place that was no doubt about it, probably second place.

Spinners is often referred to as the "Best kept secret in Albany".

Cause it's in Crestwood plaza, off of Whitehall Road.

Spinners, Juniors, and I think Sadie's and Washington Tavern...? They were all OWNED by the same dude, and his name was Tony.

Tony drove around in a silver Mercedes Benz with a V12, when gas was like \$4.50 a gallon in 2008. One time I asked him about this V12 monster of his:

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Me : Hey, how many miles a gallon does that thing get...?

Tony : \*looks at me, makes a semi sour face\*

It's not called miles-per-gallon with THIS thing...

: Uh, what do you mean ...?

Tony : \*shakes head\* Gotta go by gallons-per-mile.

Me : \*eyebrows up\* Oh wow.

Tony : Yeah, man.

There's really nothing "second place" about this guy, when you meet him...

That's the type of dude who was extremely successful, and yet couldn't quite crack the level that Mild Wally's consistently got, for it's wings.

In other words, a dude who drives around in a car that has a 12 cylinder engine in it when the gas is \$4.50 a gallon, and he says GALLONS PER MILE...? Somehow despite all of that success, this dude couldn't quite break Mild Wally's legacy of being "best wings in Albany", consistently, for basically it's entire history.

Still, second place is nothing to joke about, really.

I worked for Spinners for a while after I saw some dude delivering food in a fucking Hummer.

Yeah, dude named Kevin drove around in a god damn White Hummer, and I saw him delivering food to the Harriman State Campus. I saw this dude, and said:

: Where the hell do YOU work, driving around in a friggen Hummer, bro ...?

Kevin : \*chuckles\* Heh.

Dude, I work at friggen Spinners.

Mρ : Never heard of this place... Kevin : \*chuckles again\* Heh.

Yeah, well... that's cause it's the best kept secret in Albany.

Me : Oh. wow. Kevin : Yeah man.

You live and learn.

I eventually went and checked it out, Kevin was a cool dude, and I wound up working there after I applied at some point after that. Took me a few months to make it over there, but I did eventually check it out I made a LOT of money at Spinners, because the people who order from there, THEY GENERALLY TIP VERY WELL.

I'm talkin', like, people will spitefully throw a \$5 tip at ya on practically every order.

Customer: \*spitefully\* Here's a \$5 tip, buddy~!

You BETTER keep the change.

: Alright...

Customer : That's what you get for bringing me this delicious food on time.

We'll see how you like THAT.

: Hey, it's cool man.

Customer : Yeah...?

It's cool ...?

\*shaking head\* Buddy, I swear, I'll throw a \$10 at ya next time if you keep it up...

Me ... really...? Customer: Yeah, man.

Underneath all of this spite...?

I really appreciate what you guys are doin'. \*shakes head\* Best kept secret in Albany.

But, I'm gonna say that when customers are "spitefully" throwing tips like that at ya for orders around \$20 or less...? Uh, it doesn't feel all that spiteful at all. Nah. Feels pretty appreciative and rewarding.

Anyway, I was working multiple jobs, and wound up being late for work twice, and Tony decided to let me go. Not a huge deal, I had a lot on my plate.

Regardless, Spinners being as awesome as it was, STILL MAXING OUT AT SECOND PLACE...? That's what I mean when I say that Brian Kovelman was a fuckin' genius underneath all of those layers he wore, to keep his business running and his family in good hands.

The last time I saw Brian, was that Superbowl Sunday in 2019.

I saw him...?

He saw me...?

We had a momentary unlawful staring contest...?

Then we broke the silence...

Brian : Well, hello Michael.

: Hello there Mr. Kovelman. Мe

Brian : Mike, we've known each other for years, you can call me Brian...

: \*chuckles\* Heh.

That's what they ALL say, Mr. Kovelman.

Brian : \*rolls his eyes\* What can I get for ya, Mike...?

Me : Let me get a couple slices of pizza.

Brian : Heated up...?

: Damn straight dude. Brian : Alright, I got ya.
That'll be like, \$2 bucks.

The place was well known for making the best god damn buffalo chicken wrap in the state of New York. Wanna know why...? \*Scoffs\* Heh.

It's because Brian Kovelman had a secret recipe for his blue cheese, one that was probably handed down for many generations, one after another, "Here's the best blue cheese recipe in the world, take good care of it". It had a taste that practically punched people in the face, but in terms of how awesome it tasted. I don't really like blue cheese or most dressings out there in the wild. But this dude's blue cheese was no fuckin' joke. Had to have some basically whenever.

Some people order blue cheese from Sysco or US Foods, or By George, or whatever.

This dude basically got on a plane, went to his grandmother's house, she had a batch ready to go for him, he said thanks grandma, you're the best, flew back home, brought it back to the restaurant, and then, the blue cheese is able to be portioned out into little cups, with a handful of carrots, and thrown in the cooler for later.

I'm hyperbolizing a few things to make the story sound cooler.

The truth is, Brian was a genius and had a lot of good recipes on hand, because I'm fairly certain that he DID come from a long lineage of amazing chefs or cooks.

Moms that showed up to bake sales with items that ALWAYS sold out.

Dads that had friends over for barbecues, and constantly ran out of food.

That's who this dude Brian Kovelman was, simply put. Anyway ...

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Brian : \*conducts transaction\* Alright, it'll be out shortly.

: So, how are ya, Mr. Kovelman...?

Brian : I'm alright, staying busy, how about yourself...?

: I'm doing pretty good there,  $\ensuremath{\mathsf{Brian}}\xspace$  . Me

Just started my own company back in October.

Brian : Oh yeah...?

What is it called...? : Secure Digits Plus LLC. Brian : ...what do you do ...?

: Application Development, Virtualization, Network and Hardware MAGISTRATION...

moving 1's and 0's at the speed of light, like magic. Brian : \*shakes head\* That… sounds fuckin' impressive as hell, dude…

Yeah, right now I'm studying up on application development, because I worked for Computer Answers and left the company after managing its' business solutions branch, performing on-sites and site surveys.

Brian : Oh, wow.

What was that like ...?

: Well, I worked with networking equipment, servers, routers, switches, drilled holes into concrete,

pulled miles of Ethernet cable, terminated the ends of every cable with my own crimping tools...

...documented every single one of them, set up wiring cabinets, updated firmware, installed operating systems, and now I'm...

Brian : ...developing applications, huh...?

Took the words right outta my mouth, my dude. Brian : I know, I heard that's what you were doing.

Yeah, well... I'm gonna take things to new heights, my friend.

Brian : Well, you've got your work cut out for ya, I'll tell ya that much.

Me : Suppose I did some work for you, get your point of sale system working with iPads or something ...? Brian : Mike... I dunno how much longer I'm gonna be here, wouldn't wanna waste your time.

: Hey, alright man.

It is what it is.

Brian : Let me grab those slices for ya.

Here you go, my friend. You're ALL set.

Me : Thanks a lot dude.

Brian : You bet.

: Take care, see ya around.

Brian : Take care, Mike.

...and that was the last time I saw Brian Kovelman.

I stood outside next to my car, looking at the intersection of Quail Street and Washington Ave.

It was cold, silent, vacant, and nobody was outside...

I remember seeing that area THOUSANDS of times over the years, being outside, seeing hundreds of people walking around, hot girls in hot clothes, dudes gettin' in fights, parties going on, bars full of people with the lights on, cops pulling people over, people chatting loudly enough to sound like a school cafeteria.

But in that moment, there was a bittersweet and eerie utter silence.

I didn't realize that'd be the last time I'd ever go to Mild Wally's, because Brian later closed the store.

The truth is, I was embarking on a new chapter of my life, and closing out the one where I supported Brian's legacy, though… that chapter where I once worked for him had been closed for quite some time. Because, I was the type of dude who would order a Philly steak while being stuck in Albany Med.

He just so happened to be the driver one time I randomly placed a delivery order.

If there's anything I can say about Brian, he was the type of business owner that LITERALLY knew how to do every job, and if he needed to fill in as needed ...? He was there.

Brian : That'll be \$something.

: Here's \$20. Keep it.

Brian : That's too much, \*starts pulling cash out of his pocket\*

: Nah dude, I'm all set. Me Brian : I can't accept this-

Yeah you can. I'm gonna be insulted if you say anything other than thank you.

Brian : Thank you, Mike.

: No problem, take care dude.

You see, I'll tell you right now why I gave that dude a tip like that, and why I began my own company, and why despite all of the numerous challenges I've had to overcome... I still have my eyes on the prize.

Everybody makes such a big deal about MONEY, for obvious reasons. Some people don't know how to tell GOOD MONEY from BAD MONEY, as most people think it's MONEY either way.

Working at Computer Answers gave me exposure to a serious problem that is far more worrisome than just some hacker calling victims to scam them out of a few hundred dollars... and that serious problem can be such a complicated thing to explain to other people, that I have to write documents like this... to discuss its' many components, and make many analogies and thread them all together in order to return to the main focus of the story or lesson plan.

That main thread or lesson plan is National Security. I used capital letters there, cause National Security is no joke. You don't wanna use lowercase letters if you're talking about something Proper and Important.

Anyway, if I started this story out by talking about Julien Assange, or Edward Snowden, I doubt I would've had many people read it all... because, most people don't know who those guys are, or what they stand for. However, there are PLENTY of people who HAVE heard of these guys, and yet, the topic is STILL controversial.

Well, the reason the topic is considered controversial in reference to EACH of them, is that they're both guys who've exposed some shit that the US FEDERAL GOVERNMENT is responsible for, which IS NOT GOOD, and they've both managed to piss off a number of people that'd PREFER to do EVERYTHING THEY CAN, to remain unaccountable.

At every stage of the story, there was an overall structure where the building blocks were elements shaped by principles.

If the government spends trillions of dollars every year, and never pays any of it back, then what happens is that a system of tyranny and oppression is mixed in with the idea of freedom, liberty, and justice... but all of those principles are COMPROMISED when you see a cockroach somewhere.

Because, there's one GUARANTEE in EVERY CASE where you see one. If you see (1) cockroach, there's a fucking nest of them nearby, as well. Cockroaches are fucking disgusting.

They carry diseases, they get people sick, they are terrifying, and... they are fucking plentiful.

There's a lot of cockroaches in the government, industry, and commerce… only, most people never notice them because a lot of people judge each other on their appearance, reputation, or PERSONALITY.

TYPICALLY, any individual you meet in society, does this in the form of DRAMATURGY. DRAMATURGY is a term that is best explained by having a FRONT and BACK stage persona, and keeping them SEPARATE. A FRONT STAGE persona is one that ONLY shows up in public or when other people are around. A BACK STAGE persona is relatively private, and only comes out in close quarters, or with close friends/family. Most people balance these two things via a little practice I like to call, DECEPTION.

My mother always said "Oh what tangled webs we weave, when we first practice to deceive." She's right.

But, caught within all of those tangled webs are a shitload of cockroaches that did what every other cockroach did, and it just kept doing whatever it felt like, didn't realize that it got caught in the web because it ignored it's morality.

In other words... the cockroaches represent people with WEAKENED MORALITY, who ignore things like RIGHT and WRONG.

But- that's because so many things in society rely on REVERSE PSYCHOLOGY, and most people really suck at it. Totally serious.

People can detect SARCASM and FACETIOUSNESS relatively fine when in person, but- few people practice GOOD CITIZENSHIP, where someone has to TAKE ACCOUNTABILITY where OTHER people DON'T. Otherwise, it'll cause PROBLEMS for OTHER PEOPLE in SOCIETY, and then they'll be victimized.

This process RECURSIVELY repeats itself on its' own, causing chaos, cacaphony, and mayhem... But, the BEST word to describe ALL of that ...? ...is entropy. And, entropy is NOBODY'S FRIEND, and is EVERYBODY'S ENEMY.

This "entropy" process can be represented by using an analogy to a FEEDBACK LOOP with sound equipment. For instance, place a microphone next to a speaker and if it's recording what the speaker puts out, then the sound will just continue to get LOUDER and LOUDER, until it is SO LOUD...?

...it damages either the AUDIO SYSTEM, or somebody's EARDRUMS. In some cases, both.

(See, Back to the Future, Marty strums the guitar ONCE, and BOOM. Overpowered sound system destroyed.)

But, typically that's why VOLUME KNOBS are REALLY USEFUL. Nobody goes around (yelling at people/using CAPITAL LETTERS) FIRST...

/--\\_/--\\_/--\\_/--\\_/--\\_/--

Person: HEY BUDDY, WHATS GOIN ON ...?

: Uh, not much...? Guy

Person : I DON'T KNOW IF YOU CAN HEAR ME... AM I TALKING LOUD ENOUGH FOR YA ...?

Guy : Buddy, you're like, yellin' in my face...
Person : WHAT'D YOU SAY?!?

Yeh, people don't do that, unless they're DEAF or hard of hearing. Even still, doesn't happen quite like that. So, being able to turn the volume UP or DOWN, prevents that system from (being/getting) out of control.

However, uh- in reality, most people will have a difficult time making the CORRELATION between guys like Julien Assange, and Edward Snowden, to… events such as Uvalde Elementary, or the 2020 Federal Data Breach.

There's a DIRECT CORRELATION, but... if I explain what that DIRECT CORRELATION is...?
Well, the many COCKROACHES in society will JUMP to DISMANTLE that DIRECT CORRELATION in an INSTANT...
... and therefore, a really COOL, HIGHLY RESPECTED COCKROACH was able to protect the HIVE, and maintain their INFESTATION quite nicely.

That's a METAPHOR for what's really goin' on in America, though to be clear, that is just my OPINION.

But, what I mean specifically, is that the GOVERNMENT has a lot of people in it that are able to FLAT OUT IMPRESS the hell out of EVERYBODY, with their FRONT STAGE PERSONALITY... while keeping their TRUE INTENTIONS secret.

Then, behind closed doors, or within the confines of a shadowy alcove…?
That's where these fucks get to throw a monkey wrench into EVERY goodie two shoes plans ...
... then goodie two shoes gets worn the fuck out by all of the RESISTANCE they face, when their plans start getting shot to shit, and breaking down for various reasons.

At which point, it is INCREDIBLY EASY for the COCKROACHES to continue bolstering their INFESTATION, because they know that ANYBODY who starts saying stuff about taking a flamethrower, and lighting up that INFESTATION...?

Oh. They'll see that person as a threat... they'll even say that person sounds INSANE, or they'll even conjure up BULLSHIT CHARGES to get somebody in TROUBLE for something they didn't do.

That's America, for ya.

Not everybody is a cockroach, but the ones who ARE...?

They get REALLY pissed, scared, or threatened by guys who start saying stuff like "gonna take a flamethrower and burn the fucking infestation down to the ground".

Usually because the cockroaches aren't very bright, and they take the phrases WAY TOO LITERALLY, instead of METAPHORICALLY. And that's exactly what happens when guys Julien Assange, Edward Snowden, as well as me… go around telling people the TRUTH about what's really goin' on.

When we start telling the truth, the whole truth, and nothing but the truth, so help us god... that's what the COCKROACHES DO NOT FUCKING LIKE. NAH.

"The truth is fuckin' stupid" -Tucker Carlson (Oh, I roast this dumb son of a bitch in my book)

Look. Cockroach infestations require extermination, and if I have to state that METAPHOR in LITERAL TERMS...? What I mean is that someone has to occasionally REVEAL THE TRUTH OF HOW COMPLEX THAT INFESTATION REALLY IS.

Otherwise, they will CONTINUE to cause situations such as Uvalde Elementary, Buffalo, Reno, Dallas, El Paso, Dayton, San Bernardino, Newtown, etc. However, MASS SHOOTINGS are just (1) aspect of the problem, there are MANY OTHER ASPECTS as well.

Such as GLOBAL WARMING, IDENTITY THEFT, CYBERCRIME, GOVERNMENT CORRUPTION, SYSTEMIC INJUSTICE, LAW AVOIDANCE vs LAW ENFORCEMENT, the war between Ukraine/Russia and the propaganda from the Kremlin, Donald Trump's agreement with the Taliban causing the 20 years of effort in Afghanistan to be effectively COMPROMISED and OVERRIDDEN... and even espionage tools being used by PERSONS, COMPANIES, AGENCIES, ETC... to conduct CORPORATE ESPIONAGE, INSIDER TRADING, STOCK MARKET MANIPULATION, EMBEZZLEMENT, RACKETEERING, EXTORTION, MURDERS, RAPES, SERIAL KILLINGS, HUMAN TRAFFICKING, and a bunch of other stuff I haven't specified.

Yeah, if I start talking about how ALL that shit is DIRECTLY CONNECTED...?
The COCKROACHES will see ME as an IMMEDIATE THREAT, however ... not all COCKROACHES need to feel THREATENED at all.

Because, at ANY MOMENT that a COCKROACH realizes that it has been COMPLICIT WITH or has been COERCED INTO being CULPABLE for the ring of CORRUPTION they've been involved with...? They can CHOOSE to HOLD THEMSELVES ACCOUNTABLE, and become TRANSPARENT. (In some cases this is exactly like CONFESSION)

This HOLDING THEMSELVES ACCOUNTABLE thing allows the COCKROACH to be PURIFIED, so it doesn't have to be exterminated at all. AND, if it happens ENOUGH TIMES...? It will ALLOW SOCIETY TO HEAL ITSELF...

So essentially, when the COCKROACHES start to TAKE ACCOUNTABILITY for the QUESTIONABLE SHIT THAT THEY DO, it ALLOWS SOCIETY to PURGE itself of so many fucking flaws. And, that applies to the many various portions of the country, economy, and society, that need to be rebuilt with a core focus on INTEGRITY.

That's just it.

I don't know what happened to the human race, but at some point in history, people started teaching each other that the truth is pretty fuckin' stupid, man. I mean, there are varying interpretations to what I just said, but ultimately, ABSOLUTE POWER CORRUPTS ABSOLUTELY.

People with integrity won't SAY they have integrity, they'll just SHOW IT. It's pretty easy to see someone who HAS INTEGRITY, versus the many people that just do what everyone else does, no matter how questionable or IMMORAL those things really are.

Back when I used to work for the Hearst Corporation between April 2006 to April 2009, I used to drive to Wolf

Road, pick up the bundles of newspapers for Q122, and then drive to Mechanicville to drop em all off at a bunch of businesses. To this day, I can STILL rattle off many of those stops because with REPETITION comes MEMORIZATION.

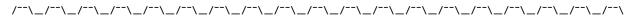
Getty near New County (gone), Stewart's Vosburgh (built after I started), Bubbles (box), Stewart's Main, Cumberland Farms, CVS, Stewart's Park Ave, Rite Aid, Citgo, Getty (near bridge), Deer Run Campgrounds (box), Penny's (box), Price Chopper, head to Stillwater, Mobil, Stewart's, head to Malta, Citgo Rt. 9, Mobil, some place in the plaza behind Mobil, Stewart's Rt 9, CVS (where Fleet Feet is now), Price Chopper (Kendall Way), head to Round Lake, Sunoco, Citgo, Stewart's, Rite Aid, done. That was Q122.

I eventually took on 107 and even 120 or 121. Sorta irrelevant, but what I can say is that I was working at Mild Wally's while ALSO doing this job, and... Luther Forest and GlobalFoundries weren't even being built quite yet. I was ÁLSO attending ITT Technicál İnstitute WHILE doing this job (sometimes I'd get done and just sleep in the trunk of my car in the ITT Tech parking lot which made wanting to get up a lot easier). I eventually graduated and started delivering the Metroland as well.

I remember driving along Route 67, and then eventually taking the back roads down Elmore Robinson road, onto Cold Springs Road, and in those days the fuckin' road was ALL gravel.

Anyway, I eventually went back to school while I was doing all of this, at New Horizons for my certifications. As I was going into school half asleep sometimes, I had issues being able to APPLY myself, and stay motivated.

In fact, I remember one day, Tony at Spinners asked me:



Tony : You know Mike, how much money do you make each week delivering these newspapers...?

: About \$800.00

Tony : \*surprised\* Oh.

He didn't realize that I made a decent chunk of money for the few hours I spent delivering these newspapers, though it wasn't quite full time, it was pretty close. I wound up making up to \$1400-1500 depending on whether I could pick up additional collection routes during the week.

Regardless, Tony was caught off guard because he knew I was a very valuable driver, and he wanted me to work more hours. Fact of the matter is, Saratoga County has been my home, since 1987.

I grew up here, I've seen so many things change, and one of those things where I had a front row fuckin' seat, was watching the Malta Tech park be willed into existence. I remember going off-roading in Luther Forest in my 88 Dodge Raider that I sold to Mr. Andy Wrobel, he used to run the press at the Times Union for many years.

Eventually, I was driving between Mechanicville and Malta on the back roads, when suddenly the trees were being torn down. It took a long time for that place to be built, because the cover of the Times Union had story after story that discussed this place and whether it would HAPPEN, or NOT HAPPEN, or SORTA HAPPEN... but, it happened, as it's been over and done with for many years, and the greatest thing this place is responsible for, is the AMD Zen architecture. (I'll get to that)

Eventually I completed the New Horizons certification track, and needed to finish my testing to get the certifications. I also stopped working at Mild Wally's at some point because I had plenty of money and didn't need to be there. I actually wound up leaving Mild Wally's after my car was towed away one night, and I had to spend every dollar I made that day, on the tow fee. I was rather disheartened by it, and Brian never understood that it was a manner of principle that caused me to lose my motivation there.

I met the mother of my kids, and we ... had kids. So, I started to focus on my technical aspirations. Then, I was hired at NFRASTRUCTURE after a 3 minute interview with Matthew Caldwell and Dennis Schilling.

During the interview, Mr. Schilling snatched my interview questions when I asked them about NYSERDA, as I had done some stuff called RESEARCH, and I knew NYSERDA had involvement with the polytechnical institute off of Fuller road as well as in the Malta Tech park...

Mr. Schilling was wicked impressed with some of the questions I was asking... so was Matt Caldwell. And so, within the first (3) minutes, they said "You're hired." Cool.

Instead of waiting the normal 2+ weeks to get started and do some training, they called me and asked me to start the next day, or two. But also, they decided to change the temporary position I was interviewing for, into a permanent position, because of how flat out impressed Mr. Schilling and Matt Caldwell truly were.

Schilling: Dude, that kid was pretty fuckin' impressive, wasn't he...?

Caldwell : Fuck yeh, dude.

Flat out, HIGHLY impressed, with the WAY that he had those questions of his, prepared, and ready to go.

Schilling : Now \*points\* THAT'S what I like to see somebody doing, BEFORE they even have the job.

Caldwell : Damn straight, dude.

Schilling : Might have to make this temporary position he interviewed for, a full-time position.

Caldwell \*squinting\* ...can we actually do that ... ?

Schillina : Fuck yeh, dude.

If \*pointing\* this dude's just gonna just show up, and flat out impress the fuckin' daylights out of an ALREADY quite impressive, tough-as-nails, son of a bitch like me...? \*Scoffs\*

\*eyebrows up\* I'm gonna respond, and just flat out tell the dude...

Buddy, I'm fuckin' flat out impressed, my dude. You've got the job, AND... you can start tomorrow.

And, even if this is a temp job you were just hired for ...?

\*scoffs\*
WELL BUDDY...

\*points down\* NOW, it's been changed to a permanent one.

How do you like the sound of that ...?

Caldwell : We don't really make exceptions like that for EVERYBODY, do we...?

Schilling : No way, buddy. No, we do NOT...

Not unless we're just, balls-to-the-wall, flat out impressed.

Caldwell : Buddy, I'm gettin' goosebumps from just talking about this guy...

I think he's got a lot of potential.

Schilling: Buddy, \*shakes head\* potential is probably this dude's middle name.

Caldwell : Uh- pretty sure it isn't.

His resume says it starts with a C.

Schilling : Matt...?

I was in the Navy, dude.

Desert Storm

We gave each other call signs, and NEW middle names.

\*points\* That kid...?
\*chuckles\* Heh.

Potential is his NEW middle name.

Caldwell : Well, alright my dude.

Sounds like a fuckin' plan to ME, alright...

Schilling : Good, good. Excellent.

\*stands up, adjusts belt\* Our work here is done for today.

And then, there I was.

Being trained by a guy named Scott that married a girl named Shannon who my mother once worked with at Applebee's in Clifton Park. Scott was COOL, no nonsense about it. Taught me what I was supposed to do, and how to do it. So did Brian Schwendinger, as well as an OLDER gentlemen (can't remember his name, I think it was Jim) who was taller, wore glasses, took brand new desktops out of boxes, threw em all onto a metal rack that rolled around in Matt Caldwell's cybersecurity batcave of operations, orange paint on the walls, counter space for miles.

Then, there was his desk, next to the main server closet where the fans sounded like a Harrier jet taking off.

Back then, they used Norton Ghost to clone the content to each drive.

Each machine already had a hard drive with an operating system installed on it from the factory, but the dude with the glasses looked at me and said...

Guy : We don't really fuck around, around here dude.

Me : Nah, huh...? Guy : No way.

You just, take the computers outta the box, throw it on the rack, gently mind you.

Me : Got it.

THEN, plug these KVM wires in the back, AND a network cable.

Me : OK

Guy : Then, once the rack is fully loaded...?

\*Scoffs\* You just click a few buttons, and then you're off to the races, my dude.

Me : Alright, I can do this, sorta did this in high school.

Guy : \*adjusts glasses\* High school, eh...?

Jeez, what high school did YOU go to... this is somewhat advanced shit going on right here, buddy...

Me : Capital Region Votec.

Dabbled with Cisco switches and routers, I don't think they had a KVM set up, but we did use the network

to clone stuff with ghost.
Guy : Well, I'll be damned.

Sounds like you'll be a great fit HERE, dude.

Caldwell : So, you've dabbled with Cisco switches and routers at VOTEC eh...?

Me : Yeah.

Caldwell : So, you can configure em too, huh...?

Me : Fuck yeh, dude. Caldwell : I can too…

\*points at wall\* See those on the wall…?

1e : Yeh.

Caldwell : Those are my Cisco certifications.

Me : Cool.

Caldwell : You need one of them bad boys if you wanna prove yourself with some advanced configurations and stuff.

Me : It's expensive and even the practice exams are pretty tough.

Caldwell : \*adjusts belt\* Yeah, well...

There's mine, buddy.

Me : Cool.

Matt never flaunted his certifications like that, however, I did notice them on the wall. If you want to prove how legit you are...? Put your certifications on a wall, and just show people. That typically does the job. It's a notion that says "I officially know what the hell I'm doin'. So ..."

Regardless, there I was.

Imaging laptops and desktops, in the orange walled cybersecurity batcave, and if I wasn't in there...?

I was in the warehouse, repairing a rolling inventory of desktops, printers, point of sale stuff, and whatnot for the Adidas Reebok Corporation of North America. Sometimes I'd try to troubleshooting PROBLEMS with their software, but I wasn't a DEVELOPER quite yet. Ultimately, every machine typically required a FULL WIPE/RELOAD of the operating system, Windows XP.

I'll tell you how much FUN it is, to install a VERY LONG LIST of updates, for Windows XP. It isn't.

Hence the capital letters in the word FUN, meant to represent sarcasm, in THAT specific statement. That shit was incredibly time consuming.

Never met (1) person who said "Dude, installing Windows XP AND all of the updates...? That's ... my idea of FUN." Windows XP was a decent operating system that had a relatively long life, and was the last operating system that Bill Gates was involved with releasing, before he retired. However, it had PLENTY of issues.

Timothy Smolyn at New Horizons had taught me a method to SLIPSTREAM the UPDATES into an INSTALLATION image...? However, the Norton Ghost approach ALSO seemed like an interesting prospect.

I thought to myself... this (4) hour process is rather lengthy... "What if I used Norton Ghost to do all this...?"
Well, guess what...?
That's what became the goal at some point.

Instead of taking upwards of about (4) hours, a lot of bandwidth, and power for that whole time...?

I was eventually able to convert the process from about (4) hours down to about 20-40 minutes, dependent.

However, I didn't accomplish that ALONE.

The point of the last few paragraphs wasn't just to talk about NFRASTRUCTURE, but rather, the parallel between RESEARCH and DEVELOPMENT, and how a particular PROBLEM or CHALLENGE could be REDUCED or ELIMINATED, by making an investment of TIME, RESOURCES, and EFFORT... in order to achieve that desired particular task or outcome.

People typically balk at the idea of INVESTING in RESEARCH and DEVELOPMENT, however, NOT DOING THAT is foolhardy. Why...? Because things like the 2020 Federal Data Breach occur, and then basically the entire federal government becomes COMPROMISED until the systems have been redeployed all over again. And, there's no way that they would know for certain what LEAKS or EXPLOITS the attackers used to gain access, and... control of all that information.

So when people say the phrase "Damned if you DO, and damned if you DON'T...?"
There's a fine line there where SOMEONE or SOMETHING is basically testing your principles.
Because the REAL test, is the commitment to the decision you wind up making.

Now, suppose they had they researched and developed a way to rebuild ALL of those systems, similar to how Wolverine from the X-Men has his healing factor...? You know...? Wolverine could jump in front of a tractor trailer going full speed down the highway, and get FUCKED UP by it... but then this tougher than nails son of a bitch would just be in a lot of pain for a moment, and then be fully healed, back on his feet, laughing at the god damn truck like a psychopath, saying "Heh, is that all ya got...?"

They would've been able to deploy a response rather readily... so that Wolverine could get in real close, to Jean Gray... Logan loved Jean Gray, but she was an EVIL BITCH and haphazardly killed a lot of people because she couldn't control herself. That's why you need a solution that heals itself FASTER than it can be destroyed.

Wolverine Healing Factor 101.

If a (system/person) corrects/fixes itself FASTER than it can be destroyed... then any evil doers trying to destroy it, will be taking on a SUPERTASK... closer and closer to the objective, but it's gonna take forever to do.

Because NOW, without that solution, ALL of those people in the gov't gotta figure out how they got skull-fucked. Was it as simple as someone writing down (1) password on a piece of paper in the wrong place, and they forgot about it...? Or, was it a complex system of espionage tools that were never detected while they were used to forensically analyze ATTACK VECTORS, and then, execute the entire thing once the hackers were ready to commence with the attack...?

These are the questions that any investigator has to ask themselves now, in the digital age.
The questions range from TECHNOLOGICAL to PSYCHOLOGICAL... and if SOME people in the government act like COCKROACHES...?
Then, it's SAFE to ASSUME that the PROBLEM is STILL THERE, and the PROBLEM will LIKELY RECUR.

UNLESS... people take these incidents a lot more seriously. Throwing JULIEN ASSANGE in PRISON, isn't doing that at all.

Back then, when working at NFRASTRUCTURE, I thought of a number of ways to make my job easier. Little did I realize that by making my job easier, the company would eventually let me go. Little did I ALSO realize, that my father knew JESSE PICKETT back in 1989, and I wouldn't know this until JUNE 2020.

In the real world again, I wasn't sure why I got let go. Maybe I was working too hard.

Maybe I was lied to.

In the grand scheme of things, maybe it wasn't meant to be.

This experience led to embarking on another chapter of my life, which inevitably led to Computer Answers. During my tenure at COMPUTER ANSWERS, I was able to set some UNPRECEDENTED SALES RECORDS and was CONSISTENT ABOUT THAT... still, despite that level of SUCCESS, I became fully acquainted to the idea that SUCCESSFUL MINDSETS LIKE MINE cause SOME people to become INCREDIBLY JEALOUS. When JEALOUSY is detected, and RUSSIANS somehow happen to be a part of that situation, well... it may eventually lead into SUSPICIONS, and SABOTAGE. RUSSIANS aren't necessarily a REQUIREMENT for that situation to reveal itself again at some future point... but I can say that RUSSIANS are about the most resilient bastards out there. So are the Chinese, to be perfectly honest.

As for being able to map out SUSPICIONS and detect SABOTAGE...? Well, that's the power of not being a dumbass. Seriously.

A regular, ordinary, every-day dumbass, won't know how to make SPECULATIONS, and determine with SHEER CERTAINTY, whether a PROGRAM had a VULNERABILITY that was EXPLOITED, or if someone just lied to someone else, and committed an act of sabotage. That's why being a WALKING LIE DETECTOR LIKE ME, comes in handy.

I can tell ya, RUSSIANS LOVE TO COMMIT SABOTAGE, and even KILL PEOPLE, TOO.

And, if they do… you can't go to the police and tell them or anything, because they won't believe a fuckin' word.

Not unless you're Uncle Pennybags and you walk around with a top hat and a monocle…

THEN they'll believe ya, cause they know that you own those hotels on Broadway and Park Place.

Anyway, in reference to SABOTAGE...?

You have to know how to make SPECULATIONS CORRECTLY...

Because if it was a RUSSIAN committing an ACT OF SABOTAGE, versus a JEALOUS RUSSIAN that knows how to play STUPID… You wanna know for certain whether you're dealing with DRAMATURGY or SABOTAGE.

Was it a guy that just got lucky by quietly deploying a keylogger in a very convenient location...?

Or, was it a RUSSIAN SPY with unrivaled CTRL+C followed by CTRL+V skills, one who became SO JEALOUS by an EMPLOYEES PERFORMANCE, that it just LOOKS like it was a measure of pride, when in reality... nah. That sumbitch was sent on a mission to support the Russian flag. If it IS the latter...? Expect everyone to have been BAMBOOZLED.

In either case, they're not gonna openly express how fucking BLOWN AWAY they were, by the EFFICIENCY of that EMPLOYEE, cause. THAT was SETTING UNPRECEDENTED SALES RECORDS, LANDMARK ACHIEVEMENTS, and OUTPERFORMING OTHERS. Naturally, being able to make COMPARISONS between a guy like BRIAN KOVELMAN and PAVEL ZAICHENKO, go a long way in doing a little thing I like to call DERIVING INTENT.

What that means is that even though you're not privy to the WAY in which either of these guys wipes their ass when they take a shit...? Doesn't matter. You can still sorta figure out whether one is a proud business owner, or a fuckin' spy from another country. One way to REALLY tell the difference...? Is to check whether or not they can DO any of the WORK in ANY of the positions... in the company.

So, if you're like me, and you see BRIAN KOVELMAN making deliveries, that's a dead giveaway, "Not a spy". Whereas with PAVEL ZAICHENKO, if you NEVER SEE THE GUY, except when he picks up the lock boxes...? That may not necessarily be a dead giveaway, but- causes the theory to become PLAUSIBLE.

However, being someone such as myself...?

You'll speculate that idea pretty fucking quickly, when some things start to go terribly wrong for no reason. The truth is, things don't go terribly wrong for no reason... Typically, things go wrong for a fuckin' reason alright. Was it someone who was just too proud to admit something...? Well, that's not so bad... it can be expected in some cases. Or, was it some cocksucker on a mission of disillusionment...? I gotta say, there's a fuckin' HUGE difference.

One won't kill ya. The other probably fucking will.

As for COMPUTER ANSWERS, I took on new roles that didn't even exist, put a lot of money in the register, and built a custom built desktop for a customer that trades currency. He was using a dozen computers to do something that could have been easily done with just (1).

One day in August 2017 at or about the date of the Great American Solar Eclipse, I got a call from Dwayne.

/-\\_/-\\_/-\\_/-\\_/-\\_/-\\_/-\\_/-\\_/-\\_/-\

Dwayne : \*calls me\*

Me : \*answers\* Sup fuckface.

Dwayne : Not much man, keepin' in touch with yourself...?

Me : \*chuckles\* Always.

Dwayne : Yeh...

That's what I THOUGHT, dude.

Me : Obviously I'm just kiddin'.

Dwayne : I had a call come in.

Guy needs some shit done. Wanna do it…?

Me : Sure.

Dwayne : Alright, dude's got a problem with Office, or Outlook.

Needs somebody to fix it for him.

1e : That's... a piece of cake.

Dwayne : I know, right...?

Me : What's his name, address...?

Dwayne : You got a pen and paper handy, or you want me to text ya...?

Me : I can write it down.

Ready when you are.

```
Dwayne: Alright, his name is <name>.
Me
      : Name is... <name>
        Alright.
Dwayne: And his address is <address>.
      : Address is... <address>.
        Alright, that's like, a guys name and address right there, how about that...?
Dwayne: It is, dude.
        How soon can you get there ...?
        Dude, I'm basically right down the street from there, already.
Dwayne :
        Oh, wow.
        So you could get there in like...
Мe
      : Minutes.
Dwayne: Oh wow.
        That is...
        Fast, right...?
Dwayne: Yeh man, that's REAL fast.
        Gotta be some kind of record, or somethin'.
      : Hey, I do my best.
Dwayne : Alright, peace out boy scout.
        Keep in touch with yourself.
      : Oh, you know it bro.
        Later.
           -\_/--\_/--\_/--\_/--\_/--\_/--\_/--
When I got to this dude's <address>, he was flat out impressed with how quickly I made it there.
Guy : Dude, I just like, called a few minutes ago, how the hell did you get here this fast...?
Me : Teleported.
Guy: *eyebrows up* Buddy, you did NOT just teleport here...
Me : Na, you're right.
     I went 200 miles an hour.
Guy : You're tellin' me, you were goin' 200 miles an hour from Clifton Park, to <town>...?
     And nobody saw ya...?
     You didn't get ARRESTED or PULLED OVER ...?
  : Cloaking device on my car.
     Nobody can even SEE me, dude.
Guy: No way, dude.
Me : Hey man, you said it yourself, how far away that place you called really was...
Guy : *hands up* Look, I'm not complainin' but really, I don't think my problem is worth goin' 200mph...
Me : I'm just kiddin'.
     I was already down the street when Dwayne called me.
Guy: *laughs* Oh wow~!
     *eyebrows up* Thought you were serious for a minute, I was like...?
Me : ...dude literally drove over 20 miles at 200 mph.
Guy : Yeah~!
Me : Yeah, nah.
     I was just pullin' your leg.
Guy: Well, come on in, I'll show you what's up.
Me : Alright, excellent.
Guy : Here's my office.
Мe
  :
     Oh, wow.
     You've got like...
Guy: (10) computers in here, trust me, I know.
Me : You know, you could probably build a computer that does the work of ALL of these computers...
Guy : *adjusts glasses* Oh really...?
Me : Yeh, man.
     That'd be a huge reduction in your power bill, right there.
Guy: Yeah.
     I'll have to think about it.
Anyway, I went from computer to computer, fixing his problem with his email, and was basically done within 10 or 20
minutes. Dude was flat out impressed with the speed at which I handled his problem, and diligently wrote a check for
$150. No questions asked. Well...
Guy: So, you said that (1) computer could replace all of those computers in there ...?
Me
  : Yep.
     Definitely.
Guy : Sounds interesting.
    : Yeah, well, this chip that I've been waiting for 10 years, to come out...?
Мe
Guy: ... yeah...?
Me : Well, the consumer grade chips just came out in like, February.
     And I bought the best one they had (1800X), and it performs beautifully.
Guy: Oh, wow.
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Me : Yeh, man.
      Intel has been raking everybody over the coals for the last decade, dominating the market and gettin' greedy.
      Now, they've got something to REALLY worry about.
Guy: Intel, isn't that the "Intel Inside" company ...?
Me : Yep.
Guy : All my machines have that I think.
Me : Probably.
Guy : But, you're saying that this new chip... could replace all (10) of these computers...?
Me : Fuck yeh, dude.
Guy: That's... fuckin' impressive right there, my dude.
Me : Yeh, I've been reading up on the new one that they just came out with.
      Basically it works like this...
      In the old days, you needed like a billion dollars to do a lot of shit at the same time.
      Over the years, Intel and AMD started implementing ways to do MULTIPLE THINGS at the same time, and NOT needing
      like, billions of dollars to do it, either.
Guy : So like, multitasking...?
Me : *cocks head* That's right, dude.
Guy : Interesting.
Me : Anyway this new chip has like 16-cores, and 32-threads, and it is literally called Threadripper.
Guy: That... sounds like a LOT of cores and threads, dude.
Me : Dude, this thing is no fuckin' joke.
      You could EASILY do the work of 10 computers, with (1) really well built computer, no problem... with this god
      damn thing that JUST came out.
Guy : I am flat out impressed with the WAY that this thing sounds, dude.
     I could literally 1) sell it to ya, and 2) build it, by the end of the month.
Guy: *gasps* No fuckin' way...
Me : *head cocks slightly* Way.
      I do a lot of things, <name>...
      But one thing I DON'T DO ...?
Guy : *looking suspensefully*
Me : ... is blow smoke or sunshine up people's asses.
Guy : Yeah, well...
     GOOD.
      A lot of people DO that.
   : So, if you want to do that...?
     Feel free to give me a call, here's my number.
Guy : Wow, jeez.
      Thanks, dude.
     I'll be in touch.
   : Anytime, my dude.
      Take care.
Anyway, was the conversation I had VERBATIM…? Nah. If you start throwing curse words around like I'm doing in these
skits, in REAL LIFE...? Then, it wouldn't be very FORMAL, and it would LOSE the element of FORMALITY which causes
people to take FORMALIZATIONS a lot more seriously. However, if you're reading a story and you want to convey to
OTHER people that you have a personality with a lot of SPARKLE and FINESSE...?
Then, using some of the vocabulary I use shows that you're a unique individual, and that you're not afraid of
showing people who you really are… and some people will actually enjoy what they're reading when they see it.
Regardless, as for this guy...?
I had no idea that from the moment I left, until the very next day...
...this dude was constantly fuckin' thinkin' about this machine I just described to him.
He literally called me like the next day, or the day after that, and placed an order with his credit card.
/--\_/--\_/--\_/
Guv : *calling me*
Me : *answers phone* Hello, Michael speaking...
Guy: Hey Michael, it's <name>, the guy with the email thing.
Me : Oh, hey, how are ya...?
Guy: Good, good...
     Listen buddy...
     I want that god damn computer you were talkin' about.
Me : Oh really...?
Guy: Yeah dude.
      Thing sounded amazing, I was blown away at how you described it, and now I want that.
Me : Well, I can get that done.
Guy: Dude.
     Really...?
   : Hell yeah, dude.
      You wanna place an order ...?
Guy: Fuck yeh, I do.
Me : Alright, typically we would only need a deposit, but in this case, those would be all parts we'd have
     to submit an order for from our suppliers.
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Me : They just released the business grade version of the same chip, and they were both made in Malta NY.

Guy: \*adjusts glasses\* Oh really...?

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Guy: Alright, how much do you figure...?
Me : I can find out, mind if I call ya back in a few minutes...?
Guy: Yeah, that's fine.
Me : Alright, I'll call ya back.
Guy : Cool.
Then, I went ahead and figured out how much it'd be, and the balance came to about $6500 for everything with a
certain reservation for store profit and fees and whatnot. That's basically...
AMD Threadripper 1950X.
MSI x399 Gaming Pro Carbon
64GB DDR4
1TB NVMe SSD
2x Nvidia GTX 1060s
A cool kickass case...
$6500. Might've missed a couple components, but we've added things to this guys machine over time.
Anyway, as I was attempting to submit the order...?
This lame fuckface douchebag named CLIFFORD MILLER, didn't feel like HELPING ME SUBMIT THE ORDER IN THE NEW CRM.
And that's ok. Cliff was quite a miserable fuck sometimes, Dwayne knew it, Pavel knew it, I knew it… we all knew it.
Cliff showed up, all the time, being a miserable fuck just because it gave him so much joy, to BE one EVERY DAY...
Dude literally held the record, for being one of the most miserable bastards...
... in the history of miserable bastardhood...
... at being one of the most legendary miserable bastards that ever lived.
And you know what...?
If there were ever a day in anybody's life, where they could stop, and ask themselves...
"Gee, I wonder if Clifford Miller, is being quite a miserable bastard today...?"
Well, this dude would NEVER disappoint anybody who stopped and asked themselves that question.
Because my god, this dude was consistently on point.
That isn't something you want to be highly skilled at being, just so we're clear...
However, I'm hyperbolizing that to a large degree.
Cliff Miller wasn't such a bad dude to work with, but he had a RATHER HIGH SHADY FACTOR sometimes.
The shadiness factor revealed the notion, that Cliff Miller enjoyed doing things the SLOW way, so that he could get PAID MORE MONEY. It's LITERALLY THAT SIMPLE. A lot of people do this, and it's a fucking tragedy, if I'll be
perfectly honest.
Anyway, as I was attempting to submit an order for the parts, the system wasn't allowing me to submit the order for the parts as (1) order. Nah. Had to submit like, several. So, I had to calculate the percentages for EACH
PART, rather than by the INVOICE, and then submit them each INDIVIDUALLY, all because Cliff and I had a chat:
      : Cliff, you're a miserable bastard, dude.
Cliff: Whatever bro.
         I'm miserable.
         I'm not gonna stop being miserable, because it's what I live for, dude.
Me
      : Oh, I know, buddy.
         Trust me.
Cliff: I'll bet you wish you were as miserable as I am...
      : Nah.
Cliff : C'mon bro.
        Don't lie, you do...
         Are you gonna help me submit an order for these parts in the new CRM...?
        Or, play with your dick all day ...?
Cliff : I don't do that ALL day, dude.
       : I was just kidding.
Cliff: Yeah, well, we could do things the EASY WAY, and it'll be done in seconds...?
         But, that's fuckin' stupid, dude.
         Why would anybody wanna do something simple in such little time...?
         You wind up only doing work for a few minutes, rather than for like a half hour or an hour.
         Makes a big impact on your paycheck, dude.
       : Uh...
Cliff: OR... we could do things the much more COMPLICATED way, and then, take like a half hour.
         Or you could even stop right before you're done, go make a sandwich, come back, stare at the screen,
         until a full hour has gone by ...?
         And THEN, click the SUBMIT button.
         Boom.
         You just did an hour worth of work.
         That's what I'd do, and YOU should too.
       : Can I do it the like, EASY WAY...?
Cliff: *voices trails off* Oh, if you wanna do it the easy way, go ahead, see if I care...
      : Yeah, well, HOW...?
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Cliff : Hey, I wouldn't even know where to begin, with the easy way, dude.

Me : So...

You're shootin' for that "most miserable fuck of the day" award again, aren't ya...?

Cliff : Yyyyyyyep.

Damn straight, dude. 1e : Alright, whatever.

At which point I was able to submit the order the slow way, minus the part where I go make a sandwich or whatever. Yeah, if somebody like Cliff manages to get involved in any task whatsoever…?

He's going to INTENTIONALLY DRAW THE PROCESS OUT... so that he can get paid more money to do that. This process is called "milking the clock", and really, America has a lot of people who are HIGHLY SKILLED AT THIS.

It's not something to be particularly PROUD of, but who cares what I think…?
Well, I'll tell ya, I'm the type of dude who will conveniently be right near some dudes house who needs like \$150 worth of work done, I'll get the job done in 10 minutes, so that's technically (150\*6) = \$900/hr.

And DURING that rate of 900.00/hr, I'll be FLYING RIGHT PAST IDIOTS LIKE CLIFF... waving. Cause I just made a lot more money than that dude in a hell of a lot less time. And, I was able to UPSELL the dude into something that was not even built yet.

All because I DO RESEARCH, and I stay relatively on top of the newest products, maybe not ALL THE TIME, but often enough to where I'll be able to build a system such as the one I described above for \$6500... and for some reason it outperforms a system that used an Intel CPU, which cost about \$14K, and required (2) dudes to build it... and they didn't exactly do the job correctly, either... cause they installed a hacked version of the operating system and the software... which actually pissed me off when I found out about it.

Regardless, the lesson I've learned through all of this is this...

Good RESEARCH and DEVELOPMENT can cause things to DRASTICALLY change their PERFORMANCE, COST, SCALABILITY, MANAGEABILITY, and et cetera. Moreover, some people aren't cut out to be THAT SKILLED at what they do for a living. And, that's ok. That's why guys like Cliff are PLENTIFUL and they're rather miserable because, some people enjoy being MISERABLE, and that's why they don't DEVELOP THEIR OWN IDEAS. If they did...? They WOULDN'T BE MISERABLE, and they would enjoy being CREATIVE and AMBITIOUS.

Some people confuse the terms  ${\tt SUCCESSFUL}$  and  ${\tt AMBITIOUS}.$ 

I won't get lost in the differences between them here, but I have written about it casually in my book.

People may ALSO confuse the terms EXPERIENCE with TALENT. Sometimes people with a LOT LESS EXPERIENCE, somehow happen to be a fucking NATURAL.

Whereas, sometimes people with a LOT OF EXPERIENCE, may not always be very CREATIVE.

That's not a CONSISTENT RULE or anything like that, but I can tell you a few things about what separates guys like CLIFF, from guys like ME.

I used to hustle when I worked at Mild Wally's.

It was HANDS DOWN, the (1) job where I basically performed every god damn role at the store, and THAT is the reason why I was able to smash the best delivery drivers record, whereby causing Brian Kovelman to call me, and ask me how I pulled it off. I mean, I ALSO DID THE SAME THING AT COMPUTER ANSWERS, but at Mild Wally's I worked with a team that APPRECIATED what I was doing, in being an effective team leader, and knowing what to do, how to do it, being able to stay on top of things, and just... getting it done.

I literally did the same things at COMPUTER ANSWERS, but it somehow pissed some people off. Why...? Uh, because I was making people like the OWNER, INCREDIBLY FUCKING JEALOUS.

Sometimes, even when I EXPLAIN to people that I do this EVERYWHERE I WORK…?
They may put up some RESISTANCE or be DOUBTFUL, because… those are incredibly rare attributes.

I could rattle off a number of reasons why people would put up that much resistance… but ultimately it all comes down to the PRESENTATION.

Some dude like Brian Kovelman never saw the sense in some of the little ticks or habits that I had, where I was able to move people around like chess pieces, and knowing certain strategies that helped to produce the most favorable outcome. (TDA Not News - Chapter 10 - Expert Programming 101: Dreaming Big, Building Bigger)

The most favorable outcome at Mild Wally's was clearing the order queue, and smashing the sales records. Several guys would drive around delivering, the rest of the staff stayed in the store. Typically Mild Wally's would pull in like, IDK, on a really good night, maybe an excess of \$5,000.00 more or less. I don't think that was TYPICAL, however.

In reference to Computer Answers, I could run an entire store by myself, and generate anywhere from \$1200 on a slow day, to about \$3500 on a really BUSY day.

The two industries, RETAIL and FOOD SERVICE, are NOT very similar in many respects. However they do have  ${\sf SOME}$  similarities.

For one, there are the REGULAR CUSTOMERS that get repeated follow-up services. Then, there manners and methods to organize and maintain a steady workload.

So, at Mild Wally's, you wouldn't ever tell a customer on the phone "Yeah, it'll be there in about 10 minutes" after they just placed an order. Because, I don't think even the customer would believe that... much in the same that you

wouldn't tell them "Two and a half hours" when it's like a Tuesday afternoon… cause the customer will probably say "Uh, actually, never mind, I didn't realize it'd take THAT long…"

However, sometimes I would inject HUMOR into my conversations with people and play around with their expectations, just to get a REACTION out of them.

Customer : Yeah, I'd like a large sausage pizza.

Me : How large...?

Customer : ...large...?

Did you just say HOW large...?

Me : Yeh.

Customer: Well, how many large sized pizzas do you have...?

Me : Buddy, we make em all night long...

I guess the REAL question is, just how large of a pizza could YOU handle…?

Customer : Uh...

Me : Cause, I'm gonna level with va.

You sound like the type of dude who could DESTROY an extra large pizza, by himself.

Customer : Well... you're probably right.

I probably COULD...

Me : Well buddy...

The choice is yours.

Customer : Alright, an extra large pizza.

Me : We don't have that size though, dude.

Customer: ... well, what the heck...?

Me : I was just sayin', you sound like a dude who could destroy an extra large pizza.

If you want, I can hook you up with 2 large pizzas, and give you a discount.

Customer : ...really...?
Me : Hell yeah, dude.

I was just messin' with ya, but you sound like you wanna eat an extra large pizza.

... but- we don't have those here...

Otherwise, would've already gotten your order completed.

Customer: Nah, you know what dude...?
How about (3) large pizzas...?

Me : Whoa buddy.

(3) large sausage pizzas…?

Customer : Nah.

Me : Lemme guess, you want one with the works, a buffalo chicken pizza, and one with sausage and peppers...?

Customer : DUDE.

THAT FUCKIN' SOUNDS AWESOME...

HOW MUCH WILL IT BE...?

le : Hold up, let me put it in... what's your name/number...?

Customer : <name>, <number>

Me : Alright, give me a sec.

 ${\tt Ok},\; {\tt so}\; {\tt I}\; \bar{\tt got}\; {\tt ya}\; {\tt at}\; {\tt a}\; {\tt large}\; {\tt with}\; {\tt the}\; {\tt works},\; {\tt buffalo}\; {\tt chicken},\; {\tt and}\; {\tt sausage}\; {\tt pepper}\; \dots$ 

It's gonna be <amount>.

Customer : Alright, good.

How long...?

Me : If you wanna come pick it up, about 20 minutes.

Delivery will be about an hour...

Customer : Heck, I can come pick it up if it's gonna be 20 minutes...

Me : That's up to YOU, dude.

Delivery drivers like tips though.

Customer : Alright, do a delivery.

Me : Want me to add like a \$10 tip to the order...?

Customer : Yeh.

That's fine.

Me : Alright, (3) of the most well made pizzas we can make, will be at your doorstep, in no more than an hour.

Customer: Awesome, thanks a lot I appreciate it.

Me : No problem dude, take care.

Sometimes I would overestimate the delivery time, and the customers would get their food well BEFORE that, and THAT is what caused some people to INFLATE the amount of food that they bought, or the amount that they tipped their drivers.

In reference to Computer Answers, there were a LOT more moving parts and a lot less staff, so it'd be impossible to tell a customer that a job would only take an hour maximum.

Still, it didn't stop me from conceptualizing a way to do it.

Most of the time involved in DIAGNOSING a computer just comes down to knowing whether it's a hardware issue or a software issue.

Me : Does the light turn on...?

Customer : Yeh. Me : Ok. Does it boot into the operating system...?

Customer : Yeh. Me : Ok.

Can you get to a website with it...?

Customer : Yeh.

Me : Well, alright…

Tell me what specifically seems to be the problem.

Customer : It's mad slow.

Me : MAD slow, huh...?

Customer : Yeah.

Thing is RIDICULOUSLY SLOW...
Me : What is it, that's SLOW...?

The INTERNET...? Customer : Everything, dude.

I just BOUGHT this thing not that long ago... Me : Well, if you just bought it and it's mad slow...

... maybe it needs a tune up. Or it might have malware on there.

Customer : Maybe.

Me : Well, I can take a look at it.

Customer: How long will it take...?

Me : I mean, my intake bench is lookin' full, typically we'll get back to ya within 72 hours.

However, you're dealin' with the best there is...

I'll give you a shout later this afternoon.

Customer : ...really...?
Me : Yeh, dude.

That's… how I roll. Customer : That's awesome, dude.

Thank you. : No problem, dude.

Typically, when I wanted a store to make a lot of money in a short amount of time...? I would state the REGULAR hours, or TURN AROUND TIME, to cause the customer to FEEL like (3) days is a long time, and they'd be like "Alright..." However, after I did that I told them something like "But- today's your lucky day cause I might be able to call you back later today..."

Well, this caused them to feel the same emotion as the customer in the skit above, where he originally wanted

- (1) large sausage pizza, but BECAUSE of the WAY that I PLAYED around with his EXPECTATIONS...? That order became
- (3) large pizzas, and not just (3) regular large pizzas, either.
- (1) buffalo chicken, (1) the works, and (1) with sausage and onions...

They were TOLD what to EXPECT...? But also, they had a PRECONCEIVED NOTION of what to EXPECT...

And then, AFTER their EXPECTATIONS were ALTERED...? This caused a change in their BRAIN CHEMISTRY, and therefore, altered the workload as well.

## Why...?

Me

It comes down to social interactions and it's sort of the same thing that happens between a parent and a child. Or even between a girl and a guy when they're hitting it off.

Bonding.

Between a parent and a child, a parent is either going to be absent minded, or extremely attentive. People enjoy being around other people that are extremely attentive to detail or are enthusiastic and interesting, so, they may suddenly change what they wanted to BEGIN with, when you play around with what they were already expecting. This is called BONDING.

So for instance, if I go to Burger King, and I get a Whopper with cheese at the drive thru window, I'm expecting that it will only take like, IDK, 5 minutes if no cars are there. If there are, maybe 10 or 20 ... depends on how busy it is. But if the dude on the drive thru says:
"DUDE, IF YOU BUY A WHOPPER... I'll throw in an extra one, for FREE."

Because, who the hell is gonna say "Nah, I'm all set on that, boss man..."
Uh, nobody. Why...? That FREE WHOPPER has a value, in all seriousness.

Throwing a FREE one in, just cause...? If the business isn't LOSING MONEY by doing so...?

Then that customer will develop a habit of going to that restaurant and being a regular customer.

Working at Computer Answers and Mild Wally's, being able to manage customers expectations really relied on the current workload, not unlike how computers have to check a load percentage. In fact, exactly like that.

Many things would need to be known, in order to provide a time estimation.

I wouldn't play around with a customer and get them to order (3) pizzas on a whim like that, if the store was ALREADY pretty queued up with a long list of orders, but perhaps on a slower night I surely would.

In contrast, the load at Computer Answers could be balls to the wall, but I would know that a slowly running computer only needed a light touch, and therefore, would be able to easily slide in an additional job in order to maximize the profit for the day.

Ultimately, Computer Answers was a place where it was pretty easy to make killer profit. Mild Wally's required a lot of orders to make the same amount of money.

However, EXPENSES were very different.

SOME expenses overlap, such as rent, power, and labor.

The ones that didn't overlap at all at Mild Wally's were rather miniscule, because dough, cheese, and tomato sauce is like, pennies on the dollar.

Computer Answers, the cost of parts, time to order and receive them, would take multiple days, and sometimes even weeks, the best way to turn something that would take a lot of time and not generate a large profit, would be to SUBSTITUTE other end results.

Computer Answers was an easy place to convert a customer who had an issue with his email, into a sale for \$6500. Whereas, good luck finding any fuckin' way to do that at a restaurant without doing CATERING. CATERING is worth a fair amount of money, but it requires a lot of TIME, and PREPARATION.

All of these things I'm comparing and contrasting, ARE NECESSARY TO DO WHEN DEVELOPING APPLICATIONS. Because, I'm defining PROPERTIES and FORMULAS and LIKELIHOODS or PROBABILITIES... However, the ultimate end goal, is to produce a PROFIT.

There's really nothing difficult to understand about PROFIT being the REASON why a BUSINESS would do business. However, when it comes to MAXIMIZING EFFICIENCY or PROFIT ...? Research and development is rather CRITICAL, and THOROUGH.

Do companies spend a lot of money on RESEARCH and DEVELOPMENT to do what Cliff Miller did...? Well, to be perfectly honest, SOME OF THEM ACTUALLY DO.

So, companies MAY be reluctant to spend money on R&D UNLESS, you've got a guy like Brian Kovelman who does every single role at a company he owns and manages. Basically an apples to apples comparison with a guy like Elon Musk.

Musk does this. He will walk up to every person in his company, and ask them what they're working on, and if they need help. I can't specify that with sheer certainty, however, the man is running (5) companies at the same time.

- (1) of those companies sent an electric vehicle into space, on a refillable rocket that can land itself.(1) of those companies is MORE PROFITABLE THAN GENERAL MOTORS... and specializes in making the fastest production vehicle in the world, and (0) of the cars they make use GASOLINE or DIESEL.

I write a lot about this dude in my book, TOP DECK AWARENESS - NOT NEWS.

I also write a lot about the other few top billionaires and I talk about HOW or WHY they became rich.

I can guarantee that each one of them would probably agree with many of the things I've written in this document. For the most obvious reasons.

I'm looking to ascertain an investment OR a sponsorship where I may be able to further develop a program that does the many various things I've rattled off in the beginning, however, I've also compiled a portfolio of work I've already done. It is on my Github project, and some of it is in my resume, which is also, in the book.

The truth is, sometimes an interesting prospect will just... show right up at your doorstep. I suppose the REAL question is, how to write up the final portion of this document.

To be perfectly honest, I'm not sure how to.

A good story ebbs and flows, and just... keeps on goin'.

I wrote this entire document in a single day...

The toughest part about it is trying to figure out what to write as the last sentence of this document ...

The name of the document starts to make the ending all the more obvious. "Billion Dollar Program"

Someone would have to be flat out impressed, with a document, to warrant spending a BILLION dollars on something, just… on a friggen whim. But- just cause that's the NAME, doesn't mean I'm askin' for a billion dollars to build it.

If I threw a number on this thing, for how much I'm lookin' for...?

I think it'd rip the magic right out of this thing ...

Truth be told, there's some really evil shit goin' on in the world, and I'm not gonna be able to do much to put a stop to any of it, without some type of investment from somebody.

I remember when working for the Hearst Corporation back in April 2009, when Hamilton News had bought out all of the contracts... and  $\tilde{\mathbf{I}}$  remember going to work for the last night, seeing some of those people at each stop, lettin' em know that somebody else would be showin' up from there on out.

It felt a lot like that moment I left Mild Wally's for the last time, looking at that busy intersection that was eerily and atypically silent... I had no idea that it'd be the last time I'd see it, before Brian closed his shop.

It's really difficult to be able to expect the curveballs life throws.

But, at least I knew I had that last chance to let people know, that I was saying goodbye for one last time. It truly was, bittersweet, sad, actually.

Cause there I was, being the guy that was always there, 7 days a week, all year long... I can hardly believe it's been about \*checks watch\* over 13 years since that night...

What I can say is this, a lot can happen in 13 years. In my case, everything became rather clear for me when I went to my fathers grave one night, in Calvary Cemetery... and saw a shooting star come down as soon as I was leaving. My father having been dead for almost 27 years, has ultimately changed my life in a rather permanent way. But, that night made my future absolutely fucking clear.

Sometimes I may come across as rough around the edges.

Some may even say I'm unmanageable, or like a bull in a china shop.

Oh, I gotta tell ya, I'm manageable alright, so those comparisons fall short...

It's just that SOMETIMES I have to put up with someone like Cliff Miller, who wants to milk the god damn clock...

Cliff's a miserable son of a bitch if anyone ever saw one. So, I'm going to close out this document, by describing just how much of a miserable son of a bitch this dude, Cliff Miller, truly is.

He probably enjoys being able to stand up right smack dab in the middle of doing something WICKED important...?

NOW he's gotta go make a fuckin' sandwich. Why...? Uh, cause the dude makes damn certain that he gets paid, to
make himself that sandwich... It's not just any sandwich he makes, either. He doesn't stop there, either. Ohhhhhh no.

Dude's gonna flat out, dab the corner of his mouth for EVERY BITE he takes. Why...? Cause... dabbing of the corner of
his mouth, takes like another minute or two.

Then, the dude's obviously gonna be tired out from eating that sandwich. If he's eaten a sandwich he's made, and he's not like, ready to pass out for a while...?
Then, that sandwich sucked ass. So, the sandwich has to be pretty damn good, in order for him to look at the work he's JUST ABOUT DONE WITH...? Until he thought "Time for a fuckin' sandwich, dude..." and then he's off to the races.

So, that's when the dude went and made one. Spent 38 minutes on the clock, eatin' the fuckin' sandwich he just made... The dude used artisan bread from a bakery ran by monks... at the top of the Himalayyan mountains. It's such a dangerous trek, that he'll only go there once a month, no more than that... but he does it. He'd never dare disgrace this bread either, by using some shit like Hellmans, or Kraft mayonnaise... Nah. Dude uses such a rare mayonnaise, that nobody even knows what it's called, and you can only get by ordering it through a special catalog...

He managed to convince a farmer at the very southern tip of South America, to sell him a pig that lived its' whole entire life, stress free. It was a real tearjerker for this farmer when it died of natural causes. However, from what I've heard...? Well, it's the most TENDER and DELICIOUS ham, in the whole world... Cause. It was the happiest fuckin' pig that ever lived. So, he'll only cut himself a razor thin slice of it, before he puts it right back in the freezer. That's all ya need with this fuckin' ham.

The cheese he uses…? It's straight from Italy, where entire families of people who own sprawling vineyards that span across an area equivalent to the size of Rhode Island…? Well, they make the best god damn mozzarella cheese on the fuckin' planet.

You might think this sandwich of his is ready, but- nope.

Dude's gotta warm it up for a few seconds, but- no more than that. Nah.

If it's only in the microwave for 9 seconds...? It's not ready yet.

If it's in there for 11 seconds...? Well, the dude is gonna flip the fuck out because NOW, this RARE sandwich of his is fuckin' RUINED. All of this shit requires an extraordinary amount of time and effort to obtain. So ...

If he RUINS it, then he's gotta make the god damn sandwich all over again, and he doesn't like, PAUSE to say: "Maybe I oughtta clock out real quick, this is taking longer than I expected." He really should, but- you can't really tell a guy like Cliff what he SHOULD or SHOULD NOT do, because he'll tell ya to fuck off.

He won't actually say the words "Fuck off", either. But, you'll know that's what he's thinkin' by the awkward stare he starts to give ya with his eyebrows lookin' like a fuckin' question mark…
"Clock out…? When I'm getting' paid to make myself a sandwich…? YEH RIGHT, I don't think so, bro…"

So, in reality…? Gotta wait for the dude to make his sandwich, dab the corner of his mouth, and HOPEFULLY… if it met all of his expectations…? There's a 50/50 chance that he's gonna wanna take a nap after that. So, we're talkin', dude might've done like 2 minutes of work on any given day…? Somehow found a way to expand it into a solid (4) hours.

Even then, just cause the dude woke up refreshed from his nap after making AND eating this deluxe sandwich of his...? Doesn't end there, my friends... Nah. The dude knows how to bullshit his way through anything... all while being such a miserable fuck... that, NOW he's gotta get a massage after THAT. It's relaxing, he puts the cucumbers on his eyes, and only allows a couple of masseuses to even touch him. If they're not available...? Then, he'll fuckin' clock out and take a vacation UNTIL they're available, and can give him the nice, thorough, quality massage he's grown to expect.

At which point, THEN, he will clock back in, see the 2 minutes of work he did however long ago... and then he'll hit the button he could've pressed however long ago... and now, he gets paid his full salary. The way HE sees it...? You're really not very successful, OR good at what you do, if you can't turn (2) minutes of work into a 40 hour paycheck.

Nah, nobody can really pull that off quite like HE can...? And, that's fine. Some places would just flat out, fire this guy in a heartbeat. But- not him. With him...? He'll actually have a conversation with the boss man, and OFFER the boss man a chance to have a sandwich just like his. He'll explain why it's such a rare sandwich, too. The boss man will typically stand there in amazement, because... when Cliff explains the build quality of this fucking sandwich...? My god, the boss man will then and there realize... "Well, who the fuck am I, if don't try it...?"

And that's how Cliff gets everybody. I gotta hand it to him, I really don't know how the fuck he pulls it off. Sure, even though I described it all, down to a T...? I don't really know how he's able to make (2) minutes worth of work, worth a full weeks salary.

Me on the other hand...? I've had to learn a long list of things related to programming, graphic design, networking, software development, scripting, logic, aspects of computer science, pattern detection, psychology, business, comedy, and security... to be fair, making one of these sandwiches of his is probably A LOT MORE difficult, than all of that shit I just said. To put it bluntly...? Those sandwiches of his, are a fucking masterpiece. Like a friggen tapestry of concertos, written by the most skilled musical composers in history. Nobody's gonna beat this dude.