

DIAZ TREE SERVICE

Yamil Diaz Uses All of the Tools Given to Him, Both in His Business and in Life

By Michael Vandenberg

Today, Yamil Diaz is the owner of Diaz Landscape Design and Tree Service, a bustling company with 20 employees and 26 equipment trucks serving all of central New Jersey. But getting to this point was no easy journey. Since emigrating from Columbia at the age of 24, Yamil has worked hard to get to where he is today and thanks this country for making his success possible. "Yes, I am the American Dream," he says.

Back in the early 1980's, Yamil was a young man living near family in his home country. After marrying a woman who had legal residence in the United States, he decided to move here for the same reason people have immigrated for hundreds of years: to pursue the American Dream.

But he learned quickly that success in this country is not handed to you on a silver platter. At first, he had a tough time finding good work, a problem made harder by only knowing a small amount of English. At his first job in America, making \$3.15 an hour at a steel factory in South Plainfield, he ex-

For new immigrants, he gives those tools as his advice. What are they? Yamil emphasizes learning English, sacrifice, and work in particular. "I've been in the United States for so many years and I've never had one day without work." By taking advantage of those three tools, he is successful today as the proud owner of Diaz Landscape Design and Tree Service.

So if you're looking for someone to do landscaping maintenance and design, retaining walls, planting, garden construction, all types of tree services, and more, call 732-424-8111 to get a free estimate. Also, be sure to keep a look-out for Yamil's autobiography, *The Truth about the American Dream*, at your local bookstore.

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(also doing stump removal, bucket trucks)

perienced adversity that was almost too much to handle. A couple of days into the job, "I was almost crying, saying, 'What have I done with my life?' I came to deal with a lot of people screaming at me because I didn't know the language. One guy came with a piece of metal pipe to hit me because I didn't understand him."

However, he eventually found a good job as a machine operator in Piscataway. When they asked if he wanted to do some lawn care and landscaping work on the side, he said yes. After all, Yamil would be the first person to tell you that success comes from seizing any opportunity you get and showing the utmost dedication to your work. Sure enough, "the guy across the street called me and gave me his maintenance work too. And in two or three months, I already had enough customers, so I left and started my landscaping business".

The business grew over the years to the size it is today by always doing quality work at a fair price. Yamil has never shied away from learning new skills or getting more education to build a full service landscaping and tree business. He even attended Cook College at Rutgers to gain more knowledge and an even deeper understanding of what he was working with.

It's all because he never stops trying to satisfy the customer. "When I tell them what I'm going to do, I will. And I'll do more." Indeed, it's only natural for Yamil to go the extra mile in his business, because that's what he's done his whole life. That's why he disagrees with anybody who says that the American Dream is no longer possible, because all it takes is the motivation to get there. "America is the most beautiful country in the world. I'd die for this country. It gave me all of the tools to be what I am today, and I use the tools."

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