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BELAJAR GOBLOCK

DARI

BOB SADINO

* RASA TAKUT

TANPA TUJUAN TANPA RENCANA TANPA HARAPAN

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DODI MAWARDI



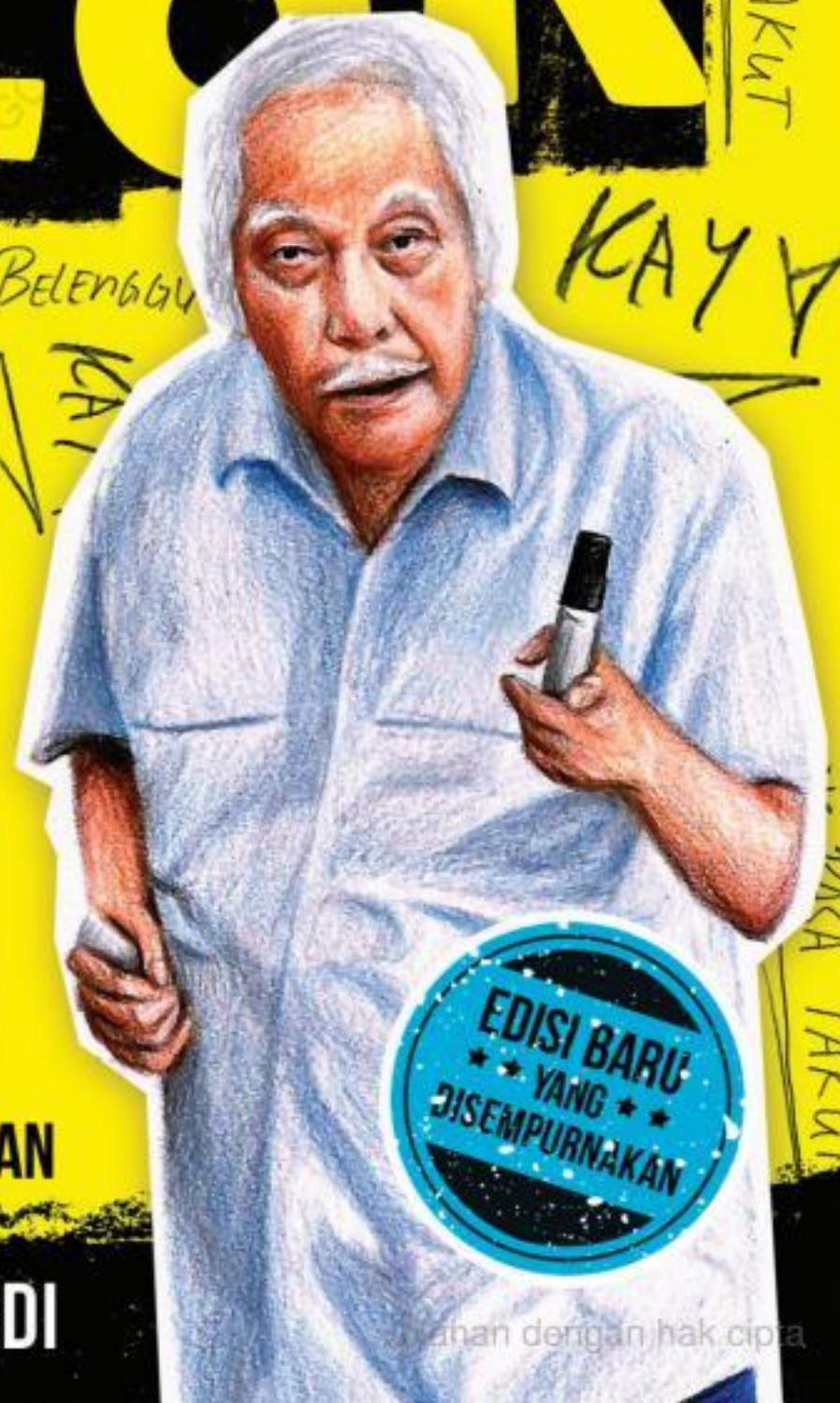
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BELAJAR GOBLOK DARI BOB SADINO

Tanpa Tujuan, Tanpa Rencana, Tanpa Harapan

Penulis: Dodi Mawardi

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UCAPAN Terima Kasih

Tak ada yang patut mendapatkan puji syukur melainkan Tuhan Yang Maha Perkasa, yang mengatur segala urusan di muka bumi ini. Manusia hanya punya rencana, sedangkan Dia-lah yang menentukan.

Entah sudah berapa kali buku ini dicetak ulang. Saya katakan entah berapa kali, karena penerbit edisi lama *hard cover* dan *soft cover*, tidak memberikan informasi detail tentang data penjualan. Yang jelas, lebih dari 20 kali cetak ulang. Memang luar biasa respons masyarakat terhadap buku ini. Terima kasih buat seluruh pembaca yang sudah memberikan apresiasi terhadap

karya kami dan Om Bob ini. Belum termasuk yang membaca buku *Mereka Bilang Saya Gila*, karya sahabat dan salah satu mentor saya Edy Zaqeus.

Edisi yang disempurnakan ini lahir karena beberapa alasan. Pertama, karena Om Bob berpesan agar ilmu dan pengalamannya tidak dibawa mati. Harus disebarluaskan ke sebanyak mungkin orang lain agar memberikan manfaat. Kedua, respons dari masyarakat terhadap buku Bob Sadino masih sangat tinggi, sehingga menimbulkan keinginan sejumlah rekan penulis dan penerbit lain untuk membuat karya tentang sosok fenomenal ini. Ketiga, sebagai upaya penulis untuk meluruskan sejumlah fakta agar tercatat abadi dalam sejarah industri buku di Indonesia.

Terima kasih untuk “manusia setengah dewa” di bidang entrepreneurship, Bob Sadino, yang begitu gigih dan penuh semangat menceritakan seluruh kisah hidupnya yang penuh makna, agar bisa menjadi teladan buat banyak orang. “Saya



tidak punya warisan apa pun buat banyak orang, kecuali hidup saya,” demikian pesan yang kau sampaikan, ketika berhasrat memiliki buku tentang pemikiran dan perjalanan hidup. Meski sebelumnya selalu menolak membiografikan hidupmu. Saya begitu beruntung mendapatkan kepercayaan, untuk menyebarkan virus wirausaha ini kepada masyarakat.

Terima kasih pula buat seluruh rekan pengusaha, yang sangat bersemangat mengorek nilai-nilai penuh makna Bob Sadino, sehingga bisa terangkai ribuan untai kata dalam buku ini. Tanpa semangat dari teman-teman Jakarta Entrepreneur Club (Jakec), Leha-leha Days Spa (Pak Budi Utomo), Edola Burger (Pak I Nyoman Londen), dan lain sebagainya, mungkin perlu tenaga lebih ekstra untuk mendapatkan sesuatu dari sang “maha guru”.

Harus kami sebut satu per satu, seluruh rekan yang ikut mendukung pembuatan buku ini pada 2007, 10 tahun silam. Pak Rudy Hadi Purnomo pemilik Ayam Goreng Fatmawati, Pak Ryan saat

itu Pemred Majalah Pengusaha, KRT Tedjodiningrat Wirausaha-hawan Muda yang sekarang makin matang, Elly tukang masak website Elshinta (apakah masih di sana?), Bli Made Teddy Artiana sang Fotografer yang juga kini guru yoga, dan Mas Yudhi EO *forever* yang kini giat di pemerintahan.

Lalu Pak Khairid pengusaha di Jakec, Pak Ketut Teja saat itu Wakil Rektor Swiss German University, Bapak Ketut Swardana Linggih pemilik penerbit Ganesa Exact, Bung Sony Tulung presenter andal yang juga penulis buku, Pak Kemal Sudiro konsultan franchise, Pak Kemal Gani mbah-nya majalah Swa, Pak Valentino Dinsi penulis buku laris dan konsultan, Ibu Evie Ngangi sang wanita entrepreneur, serta Pak Tirta Setiawan broker properti ketua Arebi. Oh ya, terima kasih juga buat Bang Zainal Abidin, provokator dan teroris bisnis yang sering menyemangati saya dalam berwirausaha.



Juga seluruh sahabat yang terlibat seperti Novy Wijaya praktisi radio, Bli Ayustana pengusaha Bali, Bli Murdana Balisho, oh ya Bung Jaya Setiabudi provokator entrepreneur asal Batam yang punya ide judul buku ini, juga Pak Fauzi Rahman TDA, dan Mbak Firdanianty saat itu di majalah Swa serta Ibu Tje Lina Restoran Pawon Ampera yang berbaik hati menyediakan makanan lezat.

Tak lupa bagi semua pihak yang tanpa henti mendukung proses pembuatan buku ini, khususnya keluarga besar Om Bob Sadino dan Mami Soelami, kami berterima kasih yang sebesar-besarnya. Rumah beliau “acak-acakan” dan riuh rendah oleh kehadiran tim kami. Semoga huruf demi huruf yang kami susun menjadi ribuan makna ini, bermanfaat buat semua orang.

Sekarang, Om Bob dan Mami Soelami telah tiada. Mereka sudah berjumpa dengan Sang Pencipta. Semoga beliau berdua mendapatkan tempat terbaik di sisi Allah Swt. Amin. Meski mereka telah tiada, namun warisan mereka dalam bentuk buku



ini akan tetap abadi, dan pahalanya akan terus mengalir tiada henti.

Jakarta, 20 Februari 2017

Dodi Mawardi

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PROLOG

Senandung

Makna

Dari luar, rumah ini tampak sederhana meski kesan berkelas tetap tersembul dengan jelas. Bentuknya sekilas seperti rumah Jawa tapi dipoles dengan sentuhan modern bergaya minimalis. Tidak ada pagar yang melingkari halaman depan, seolah-olah pemiliknya berkata, “Ayo yang mau masuk silakan, tidak usah ragu dan repot membuka pintu pagar.” Halaman luas itu, ditumbuhi rumput dan berbagai pohon tanpa buah. Cukup asri dan menyegarkan mata. “Kalau pohonnya berbuah, kasihan pedagang di pasar,” kata pemiliknya berkilah.

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Dari tempat inilah, seuntai makna yang terangkum dalam buku ini dimulai. Tanpa sengaja, tanpa niat berlebihan, tanpa rencana, tapi terus menggelinding menjadi sejuta fragmen kehidupan yang sangat berarti. Dia memang luar biasa, tidak ada duanya, dan layak menjadi contoh buat sebagian besar orang, terutama di bidang entrepreneurship dan kebijakan hidup yang mendukung bidang tersebut.

Meski, tentu ada sifat, ucapan, dan perbuatannya yang mungkin sama sekali tidak layak diikuti. Manusiawi, karena meskipun dia berhasil di bidangnya, belum tentu sukses di bidang lainnya. “Saya tidak ingin hanya dilihat sisi baiknya saja,” ungkapnya. Maka, lahirlah buku ini yang diilhami seluruhnya oleh sosok unik dan kontroversial serta gila, **Bob Sadino**.

Proses pembuatan buku ini lumayan panjang, diawali di rumah akhir pekannya seperti cerita di atas. Dilanjutkan dengan pertemuan terbatas di Restoran Pazzi Ampera dan diakhiri oleh

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benar manusia langka, unik, nyentrik, namun memiliki nilai-nilai dan prinsip hidup yang sulit ditemukan pada manusia Indonesia kebanyakan. Dia wajar berhasil. Dia pantas sukses. Cara berpikirnya bukan hanya “*out of the box*” tapi mungkin “*out of the world*”. Sampai detik ini, saya belum pernah lagi berjumpa atau mengetahui orang dengan cara berpikir melebihi cara Om Bob berpikir. *He is the only one and the one only.*

Syarat Penulisan Buku

Beliau mengajukan syarat terkait niat kami membukukan nilai hidupnya. Pertama, tidak setuju dijadikan buku biografi. “Sudah banyak yang minta, tapi Om tolak!” ujarnya tegas. Beliau menjelaskan, tidak ada yang istimewa dalam perjalanan hidupnya. “Buat apa kisah hidup Om dibukukan...” kira-kira demikian alasannya. Yang kedua, “Kalau mau membedah Om, jangan hanya oleh satu-dua orang. Tapi kumpulkan banyak orang dari latar belakang berbeda, terus bedahlah bersama-sama...”

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pengusaha muda asal Batam yang kemudian sukses dengan buku *The Power of Kepepet* menjadi orang yang paling banyak mendapatkan kata “goblok”. Dia tampak sangat girang setiap kali kata itu keluar dari mulut Om Bob untuknya. Ternyata, dia sudah membuat seminar di Batam dengan pembicara Om Bob. Judul seminarnya adalah “Belajar Goblok dari Bob Sadino”. Dari judul seminar Jaya inilah kemudian yang menjadi judul buku hasil bedah sang master.

Aneh memang. Dihujat, diledek, disudutkan..., tapi bahagia. Yang dihujat justru merasa diistimewakan. Hanya Om Bob yang bisa melakukannya. Tidak yang lain.

Goblokkan Diri Sendiri Dulu

Om Bob tidak sembarangan gemar berkata goblok. Sebuah filosofi luhur terkandung di dalamnya. “Sebelum kamu meng-

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diteladani. Mami Soelami lebih dulu wafat pada Juli 2014. Sebuah kehilangan amat besar bagi Om Bob. Seperti kata Bung Karno, "Suami istri itu seperti burung. Jika kedua sayapnya kuat maka bisa terbang setinggi mungkin. Sebaliknya, kalau salah satu sayapnya patah, dia tidak akan bisa terbang sama sekali." Om Bob kehilangan salah satu sayapnya...

Hari Senin sore menjelang matahari terbenam, 19 Januari 2015, enam bulan setelah ditinggal Mami Soelami, Om Bob pun menyusul menghadap Sang Kuasa dan bertemu dengan belahan jiwanya.

Saya tak mampu membalas kebaikan dan "hujatan" Om Bob kepada kami semua. Kecuali ucapan terima kasih banyak dan doa yang selalu terpanjat baik selama hidupnya, maupun kini setelah beliau hidup damai di alam baka. Selamat jalan Om. Semoga kebaikan-kebaikanmu menjadi catatan amal yang membuatmu diterima di sisi-Nya. Amin.

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bisa juga sampah berubah menjadi sesuatu yang baik. Misalnya mengubah sampah itu menjadi pupuk, dengan cara dikompos. Bahkan ada juga yang mengubah sampah menjadi sumber energi dan pembangkit tenaga listrik. Berarti kalau mau sampahnya berkonotasi baik, perlu ada usaha lain untuk mengubahnya.

Belenggu

Sayang memang, karena kebanyakan orang sudah terbelenggu dengan berbagai hal, termasuk sekolah formal. Belenggu itu pula yang memungkinkan Anda tidak menyetujui pendapat saya. Padahal secara empiris saya sudah membuktikan, dengan apa yang saya jalani sekarang. Sebenarnya ada 3 (tiga) belenggu, yang begitu kuat mencengkeram banyak orang, khususnya orang “pintar”:

1. Rasa takut

Rasa takut begitu membelenggu sampai-sampai seseorang tidak mampu berbuat apa pun. Mau menjadi pengusaha,

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ada kata “HARUS”. Harus begini, harus begitu. Harus punya ini, harus punya itu.

Semua ke-“HARUS”-an itu merupakan hambatan. Misalnya banyak yang mengatakan, untuk memulai usaha harus punya rencana yang sangat matang. *Ah siapa bilang?* Justru kian matang sebuah rencana, makin cepat dia gagal. Atau mungkin, dia tidak akan pernah memulai karena terlalu pusing dengan rencana matangnya. Biasanya, orang “pintar” punya rencana yang sangat bagus. Itu sebabnya, kebanyakan orang “pintar” tidak sukses dalam berbisnis.

Jika mau terjun menjadi pengusaha, terjun saja! *Just Do It.* Tidak perlu berpikir macam-macam seperti orang “pintar”. Kian lama berpikir, makin terjerumus Anda ke dalam belenggu pikiran sendiri. *Wah, kalau dulu waktu akan berbisnis saya berpikir mau punya mobil Jaguar, ingin memiliki rumah besar, bercita-cita jadi pengusaha hebat, pasti tidak akan memulai bisnis. Mana mungkin mencapai semua itu hanya dimulai dengan berjualan*

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Kata Pengantar

Prof. Dr. Didik J. Rachbini

Bayangkan dalam pikiran, bagaimana kota-kota besar di Indonesia tumbuh dengan gedung-gedung yang tinggi. Tidak ada peran pemerintah secara langsung, yang signifikan dan dominan dari pertumbuhan kota-kota tersebut, kecuali perencanaan. Tetapi peranan kaum entrepreneur (pengusaha atau wirausahawan) sangat besar dalam membangun kota, sistem perdagangan, termasuk industrinya. Jadi, wirausahawan berperan strategis dalam kehidupan ekonomi nasional.

Biasanya kota-kota besar yang tumbuh karena ada kepeloporan wirausahawan dari pengusaha-pengusaha lokal maupun

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dengan ciri unik yang tidak lazim tetapi menjalankan bisnisnya dengan semangat terobosan “entrepreneurship” yang sangat kuat, mendobrak dan unik. Bahkan, banyak sekali ide-idenya yang menabrak pakem yang ada.

Kaum entrepreneur yang tidak banyak jumlahnya berperanan besar dalam kepeloporan bisnis dan usaha serta perekonomian secara keseluruhan. Usaha yang dilakukannya sangat berisiko tetapi dijalannya dengan cermat. Sehingga kebanyakan masyarakat enggan melakukan peran kepeloporan bisnis seperti yang dilakukan kaum entrepreneur ini.

Apa ciri kewirausahaan dan bagaimana bekerja? Mengapa para wirausahawan lebih maju dibandingkan anggota masyarakat umumnya, baik pekerja, pegawai, bahkan para ahli sekalipun?

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memikirkan apa saja dan jauh melakukan lompatan pemikiran, yang kompleks. Oleh karena itu, apa yang tidak mungkin pada saat ini bisa diubah menjadi suatu hal yang mungkin. Kreativitas dari hasil pemikirannya itu kemudian bisa menjadi kegiatan ekonomi dan peluang usaha yang lebih luas lagi.

Ketujuh, kaum entrepreneur adalah pekerja keras karena seluruh hidup dan kreativitasnya ditumpahkan pada bidang pekerjaannya. Wirausahawan selalu mencintai pekerjaannya. Ini menjadi teladan bagi pengikut-pengikutnya atau pekerja-pekerja yang berada di bawah asuhannya.

Bagaimana membangun kewirausahaan di lingkungan kelompok, organisasi, masyarakat maupun bangsa?

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sebagai *pujakesuma*, putra Jawa kelahiran Sumatera. Tapi hanya setahun bocah laki-laki itu menikmati udara Sumatera, karena pada 1934 dia harus mengikuti orangtuanya pindah ke Jakarta. Bapaknya, Sadino, adalah seorang guru dan kemudian menjadi kepala sekolah. Saat itu, Sadino termasuk *amtenaar* atau pegawai negeri pemerintahan Hindia Belanda.

Bob kecil hidup dalam kecukupan, tidak seperti bocah Hindia Belanda kebanyakan yang kurang makan dan kurang kasih sayang. Dia tidak pernah mengalami kesulitan hidup seperti anak-anak seusianya waktu itu. Pendidikan pun dia dapatkan dengan leluasa mulai SR (sekolah rakyat setingkat SD) sampai SMA. Orangtuanya yang guru membuat Bob kecil bisa memperoleh pelajaran yang memadai.

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bahasa Eropa seperti Inggris, Belanda, dan Jerman (belakangan Om Bob juga fasih berbahasa Jepang). Pergaulannya sangat luas dan memiliki jaringan pertemanan di berbagai negara.

Dalam benaknya, pertemanan ini sangat penting untuk menopang perjalanan hidup. Dan memang terbukti berkat pertemanan yang kuat ini, Bob mampu menjalani hidup yang kemudian menjadi sulit sepulang dari Eropa. Dia memutuskan kembali ke Jakarta pada 1967, setelah bosan terus-menerus menjadi bawahan. Berkali-kali dia mengatakan stres karena tekanan atasan.

Bersama Soelami Soejoed, karyawan Bank Indonesia di Amerika Serikat, Bob pulang ke Indonesia untuk menikah. Kehidupan yang mapan dengan gaji keduanya yang besar ditinggalkan. Dia hanya membawa oleh-oleh dua sedan Mercedes sebagai hasil jerih payahnya selama bertahun-tahun di Eropa. Satu dia jual untuk kemudian hasilnya dibelikan sebidang tanah di Kemang,

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dan sebagainya. Setiap bidang punya majalahnya sendiri, yang berisi pengetahuan praktis yang up-to-date.

Sambil beternak, Bob pun berlangganan majalah peternakan terbitan Belanda. Mungkin saat itu hanya dialah seorang pelanggan majalah tersebut dari Indonesia. Tapi berkat majalah tersebut Bob mengetahui seluk-beluk peternakan ayam, plus perkembangan terbarunya. Bob pun kadang lebih ahli dibanding para pakar peternakan di Institut Pertanian Bogor, yang kemudian beberapa kali mengundangnya. Dari situlah Bob berkeyakinan belajar tidak harus di bangku sekolah/kuliah, karena dia membuktikan bisa belajar dari mana pun dan dari siapa pun dengan hasil malah lebih baik daripada mereka yang berkutat di bangku sekolah/kuliah.

Bob juga membuktikan, untuk menjadi seorang pengusaha tidak diperlukan bakat atau keturunan. Buktiya, dia yang anak

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Awalnya Sebal dengan Atasan

Andaikan pada 1967, Om Bob tidak sebal dengan atasan, mungkin ia akan tetap menjadi pekerja dan tidak pernah bisa mencicipi dunia wirausaha. Om Bob bersyukur *banget*, karena waktu itu begitu sebal dengan atasannya, sehingga memutuskan untuk berhenti bekerja. Padahal, penghasilannya dari perusahaan pelayaran sudah lebih dari cukup. Dia juga sempat melanglang buana ke seluruh negara di Eropa. Kurang apa lagi? Tapi jiwa Bob memberontak dan tidak bisa menikmati pekerjaan itu. “Kalaupun ingat atasan tersebut, saya langsung stres...,” katanya sambil terkekeh.

Maka daripada lebih dalam merasakan stres dan tidak nyaman, Bob memutuskan berhenti bekerja pada 1967. Langsung



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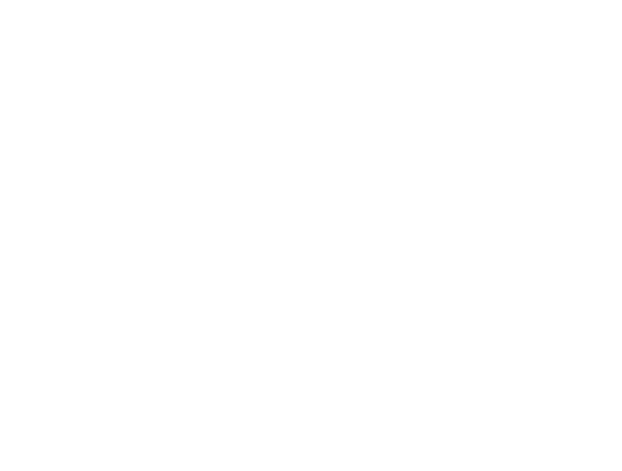
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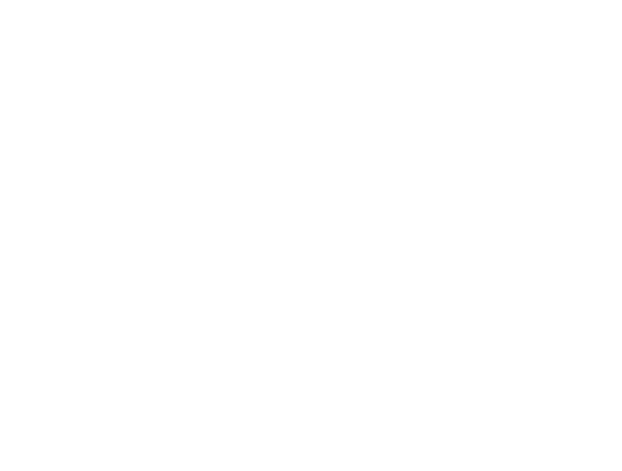
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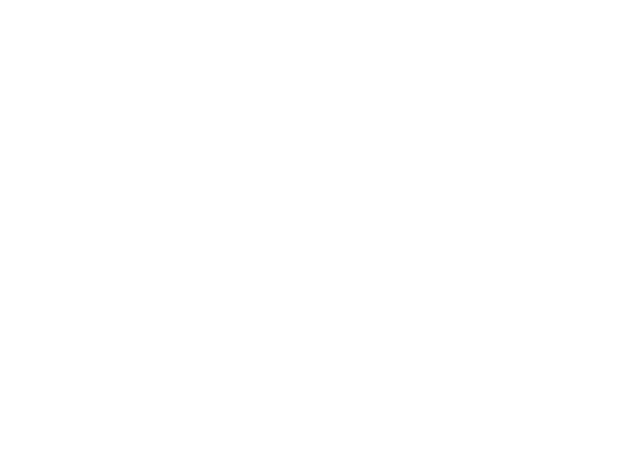
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