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Hurry vs. No Hurry People



Two guys always in a hurry. Mike Anderson, mortgage king, and Pat Nolan, king of leverage.

Be in a hurry! Hustle! I don't know that many people who are slow and successful. I eat at the bar of restaurants more times than a table if I'm alone or it's just Crystal and me. I do it because the service is faster and better! I was recently eating dinner at a bar of an Applebee's in South Texas and the bartender was extremely slow and non-attentive to anyone, but she had plenty of time to bitch about school and how's she's having a hard time paying for it. In my mind I'm thinking stop wasting your money on school because if you can't hustle, be attentive to customers, then no matter what you are studying to be you won't be a very well-paid one of them. Higher output equals higher income.

Why do cars that go faster cost more? Because they perform! Why would society or a business pay you more? Because you perform, you bring value; you deliver faster better than the other guy or girl! Who wins the gold medal in the Olympics? It goes to the fastest person in the world. If you think college or trade school is going to deliver something special it might, but what's going to make whatever you do better is your energy level and hustle. I literally won't hire low-energy people. I have hired (and been ridiculed) people that knew nothing about our business but they had high energy and a willingness to serve others. Kyle Seay is the greatest example of that scenario at PAR Products.

Back to hustling, you only have a limited amount of time to get things done in this lifetime don't waste time! One final thought on non-hurry people, I don't know this to be true, but I think non-hurry people must make the same amount of money each day, so why be in a hurry? Commissioned sales people or business owners are probably the vast majority of Hurry people. I think the hurry people hurry because literally time is money. Be in a hurry!