



Back in 1990 when I was a rookie investment advisor (...and thought I knew it all. I didn't..) I cold-called a gentleman who, as it turned out, had just sold an airline. That call turned into a 30 year friendship and client relationship (more a mentorship - he taught me much about business and relationships). He is currently in his 80s and has had a recent health scare - a development that has me very concerned. But he still fascinates me with his stories and advice, never dispensed as a sermon might be, and usually with a measure of self-deprecation. Now, I'm not one for the puerile, banal quotes and sayings that you might find on Facebook, but something he said the other day had me pen-to-notepad, scribbling it down. We were talking about our kids. He said: "If you don't do more than what you're paid for, then you'll never get paid more, for what you do" Pure gold. I can't wait to send this to my kids.