



Raking in the CASH!

The Story...

John Shorb was in the 6th grade when he began mowing lawns for his neighbors, and from the start he busied himself with gaining new clients. By the time he entered high school, his list of customers was still getting bigger, and soon he found himself running a highly successful landscaping business.

He would wake up extra early to work on lawns before school, and he even avoided sports to maintain his business. John took his job so seriously that when his family went on vacation, he stayed home in Washington to look after his customers' yards. John's extreme dedication to his work paid off big time. By the time he was nineteen, John had over 120 regular customers and five full-time employees, with total gross income reaching \$125,000.

The Secret...

The secret of this story is simple: dedication. When most kids were hitting the snooze button on their alarm, John was out working on his customers' lawns. I know I speak for all of us when I say that missing out on some sleep is about as dedicated as you can get.

Charging to do things that no one else wants to do is a great way to make money. The reason why his business worked so well is that not many people like to mow the lawn or do yard work, so they gladly paid him to do it for them.

Now It's Your Turn...

Tony Robbins once said that the real opportunity for success lies in the person and not in the job. It doesn't matter what you choose to do, as long as you try your hardest and never give up.

If you choose to plant the seeds in your business life now, as a kid, just watch—your success and entrepreneurial spirit will end up growing like weeds. And if you work as hard as John, you'll prove that your business is a cut above the rest.