

AFTERWORD

Garrett Morris played the role of baseball player Chico Escuela on the *Saturday Night Live* TV show some years ago. The skits always featured Chico being interviewed by a reporter. Chico's answer to every question was always the same: "Beisbol been berry, berry good to Chico."

How do I feel after a career as an entrepreneur? I feel just like Chico. Entrepreneurship has been very, very good to me—full of accomplishments and challenges: starting my own company while I was working full-time elsewhere; buying a larger company and bringing in investors; selling that company for stock and having to go back to work for someone else; starting another company in my basement while I worked full-time; moving my business out of my home and into an office; hiring great people as we grew larger and seeing them mature and prosper with me in our business. It has been a great ride.

Entrepreneurship has also provided well for me and my wife in retirement. I now get to do all the things that were on my "list" earlier in my life but that I had to set aside while I worked toward my primary goals of family and financial freedom. We travel, do nonprofit work, and take on projects such as this book. And I have finally found the time to take up golf.

Entrepreneurship is not rocket science. It is like going through a door. You start by opening it. Open a career for yourself as an entrepreneur by defining and planning for your success, working to obtain functional skills, and then executing your entrepreneurial plan.