**WHERE CAN I WORK WHERE I CAN MAKE $100,000 - $200,000 PER YEAR, DRIVE A MERCEDES, HAVE A HOME IN NEWTON, AND NEVER WORRY ABOUT GETTING FIRED?**

**BUT I DON’T HAVE A COMPUTER SOFTWARE DEGREE FROM MIT OR A LAW DEGREE FROM HARVARD.**

When you decided not to go to college, when you decided that you didn’t like crawling under bldgs. connecting pipes…when you decided that you playing with electricity was too dangerous, you pretty much decided that the most that you’ll probably earn is $50,000 per year and be satisfied living in an apartment and driving a used car. More importantly, you made a decision that gave you job security only as long as you did a better job than your co-workers.

**THAT’S A SHAME. But it’s not too late.**

**If you want the finer things in life, if you want job security…you need to work for yourself…you need to be the boss, the CEO, the owner of your own business. Whether with a college degree or not, you’ll never be president of Target, you’ll never be president of Kohl’s…but you could be president of Pizza Hut, or Papa Gino’s, or Legal Seafood’s.**

The food and beverage industry is one of the only businesses that doesn’t require a college education, it’s one of the few industries where your experience and attitude ensures job security, it ensures a free education and a ladder to climb to the top.

EVERY restaurant owner, liquor store owner, night club operator, or chain operator started the same way…they found a job in a pizzeria or sub shop, learned the business, saved some money, borrowed some money and started or bought their own business.

They can make as much money as they want, work as hard as they want, buy as many cars as they want, and enjoy the status and job security that comes with being THE OWNER.

If you work for 20 years at Verizon, 15 years at Staples, or 10 years at Eastern Bank, I guarantee that you’ll never earn more than $70,000 per year…less taxes.

But if you worked at the ‘99’ as a bartender, at Prince Spaghetti making pizzas, or Subway for 5 years, or less, you’ll be ready to own your own business…you’ll be Captain of your own ship, you’ll be president of **JOHNNIE’S PIZZA PUB** or **NEAL’S COFFEE & BAGELS SHOPS**.

***(Marylou Sandry was a corporate executive when she decided that she wanted to have her own coffee shops. She found a vacant space in Hanover in 1986, hired some sexy teenage girls to pass coffee over the counter and sell Lottery ticket by the boatful. Marylou’s Coffee has 37 simple coffee shops throughout the south shore, Cape Cod, and Rhode Island…with an estimated net profit of $100,000 per store.)***

The only way to fame and fortune, the only way to secure your future, the only way to become a name brand is to **HAVE YOUR OWN BUSINESS**.

It doesn’t take 4 years of college and 2 years of grad school to make a couple hundred thousand dollars per year…it takes commitment.

My nephew, college drop-out, but a successful real estate broker partnered up with a musician, and a buddy who was a mortgage broker, found a vacancy in a popular shopping center and opened up the ***Music Room*** on Cape Cod…in one year it’s the hottest nightclub on Cape Cod.

If you have experience, there’s a business waiting for you to take over. Your future depends on the decisions that you make today…work for someone else***…”Yes, sir, I’ll be right there.” Or , “Everything is all set, I can be reached in the Bahamas if you need anything…see you in 2 weeks.”***

***Piantedosi Bread Company*** was started by a couple of brothers who learned to make bread.

***Herb Chambers*** was a car salesman who decided that he wanted to work for himself.

***Ernie Boch*** had the same story.

***Sal Lupoli*** worked with his father and brothers making pizzas until they decided to turn their efforts into creating an empire.

**Bobby Wong’s** family started with a little Chinese restaurant that grew to become the **Kowloon.**

**Roger Berkowitz** stated with a little seafood restaurant in Cambridge with a strange name…**Legal Seafood’s**

**The Pizzeria Regina & Polcari’s chain** started as a simple pizza shop in the North End.

**Charlie Doe** started the **Ninety-Nine chain** with the success of his first pub in the financial district.

**Dunkin’ Donuts** started in Quincy by a young guy who had visions of grandeur.

The **Waxy O’Connor’s chain** of Irish pubs was started by an Irishman who saw the value of bringing in partners to create a legacy.

**All of the above were the inspiration of one man who created and idea in his head, assembled some family members and/or partners and created a dynasty.**

**This level of success can’t be had working in an office, moving things around in a warehouse, or delivering packages for Amazon.**

**If you have to work, it’s better and more satisfying to work for yourself than work for someone else.**

**Start training TODAY so you can work for YOURSELF tomorrow.**

**There are great jobs available with great pay in the food and beverage industry…rather than pay to go to college, let your new employers pay you while you’re training to become your own boss in this ever-growing industry.**