

Nikki Purvy (NP) – okay, so is there is something that you forgot you want to say?

Samuel Anyan (SA) – I think the key thing if you want to be successful is you have to love what it is you do. That is important; you have got to love what you do, because if you love what you do, you will go the extra mile.

intro

NP- Hi, it' Nikki Purvy, your host of the Better Than Success podcast and this is episode #8. I am really excited to bring this episode to you because in this episode I am interviewing Sam Anyan, an attorney based in Philadelphia and we are going to talk about turning failure into success. Sam is an attorney based in Philadelphia. He represents clients injured due to slip and fall accidents, construction site accidents, medical malpractice, defective products, police brutality, and car accidents. He is known for his superior preparation and courtroom skills obtaining stellar results for his clients. He has recovered over \$50million for his clients. He has been featured on MSNBC as well a number of nationally circulated publications. In 2005 he received his Juris Doctorate from Howard University School of Law and he earned his LL.M degree in trial advocacy from Temple University School of Law in 2008, graduating with honors. And I am really excited to bring to you, with Sam Anyan, this interview. He is a client of Lidyr Creative so I know him personally; he is a super hard worker and I wanted to interview him because I saw that a lot of entrepreneurs in the Fortune 500, they are lawyers, they have their degree in law and there is something about getting a degree in law that makes a person so well equipped to run a successful business. And there is a lot of entrepreneurialism in what Sam does because he has to get his own clients; he has to run his own business so that he can win these settlements for people who have been victims. And he really does advocate for the little guy in helping them get the justice they deserve and I am really excited. This is a really good interview. I am recording this preview after the interview and some of the team members from the office, they listened to the interview and they said, "Oh my goodness, this is really good." So I am really excited to bring this to you and I know that is just going to bless your week. So, let's hop right into it. Mr. Sam Anyan, thank you for coming today.

SA- Thanks for having me.

NA- No problem. So, why don't you tell us a little about yourself?

SA- Yes. Hello, my name is Sam Anyan, I am a personal injury attorney here in Philadelphia. Personal injury is the branch of law where we represent individuals who have been injured due to the negligence of another. So typical cases you see are auto-accidents or slip and fall cases, or where someone gets injured due to a defective product or a defective drug, someone gets hit by a drunk driver, or something along those lines, a medical malpractice. So I represent individuals who are injured due to no fault of their own. I have been in business for about six years, on the plaintiff side of things before that; I worked for insurance companies so I defended those actions and I will talk a little bit about that a little later on. I also have an LL.M from Temple University School of Law in trial advocacy, I am a big proponent of trying to better yourself and to specialize your services so that you have a value added expertise for your clients.

NP- That is awesome. I am so glad you brought that up about bettering yourself because Better Than Success is about, we are trying to teach people to teach themselves about the art of success, and it is all about bettering yourself. So we are going to definitely go in depth about that as this conversation develops. But I really wanted to bring you on, I didn't even reveal this to you, but I really wanted to bring you on because I noticed some time ago that CEO's of top Fortune 500 companies a lot of times have their law degree. They are a lot of times former lawyers and so with you being a lawyer, I felt, could give us a peak into the mind of a lawyer so we that can understand what it is that makes you guys so much more equipped to be successful entrepreneurs. So, whether it is indirect or just through the answers to some of the questions I have, I hope you can give us a small window into your mind. So, I am super, super, super excited to have you today. So, why don't you tell us a little about the road to where you are today and why did you become a lawyer and, you know, try and relate that to being an entrepreneur. What about being a lawyer is entrepreneurial and, you know, just give us a little information about how you got to where you are today.

SA- Sure. The mindset of an entrepreneur, as far as I am concerned, is one who wants to take, whether it is a male or female, wants to take their lives into their own hands, wants to take their fate into their own hands. There is a poem where the last words are, "the master of my fate and the captain of my soul." What that means to me is that you are controlling your destiny. I became a lawyer for several reasons but one of the reasons is that I know that I law degree is a specialized area. It requires a license, everyone can't do it. If I can't get a job or I can't get into corporate America or get someone to hire me, whatever the case may be, I can work for myself. And that is the security I wanted.

NP- Right.

SA- And being a lawyer, being an entrepreneur is a form of security. People that believe that having a job gives them security but really having the ability to do things that others don't do, having the ability to do it on your own, is a form of security. I became a lawyer specifically because of a family tragedy. This is the branch of law I got into. My great grandmother was the victim of nursing home neglect. She was dropped and had a broken hip. She lived to be about 101; she probably would have lived to a lot longer. But the last five or six months of her life she developed bed sores, and, you know, was turning blue on her hips and things like that. You see the turmoil that it took the family through and I thought to myself, if their aren't advocates out there working on behalf of families to ensure that loved ones are safe, that laws are enforced, that best practices are enforced, then others will go through something like this.

NP- How old were you when that happened?

SA- I was probably in 9th or 10th grade.

NP- Wow. So you knew then, you made the decision then.

SA- I knew that then, I wasn't going to play basketball. I wanted to play basketball.

NP- By the way, Sam is super, super, super, super tall.

SA- I played college basketball, I wanted to play in the NBA, you couldn't tell me I wasn't going to do it. But my parents told me I had to have a fallback. So I said, you know what, I am not that good at science, I am not so great at math, but I can talk, you know. I can write, I can talk, I said, you know what, being a lawyer wouldn't be a bad idea but it was sealed when I saw Denzel Washington's performance in *Philadelphia*. He advocated for a fellow lawyer who had HIV and was discriminated against. I always wanted to fight for the little guy. You know, you watch a bully in town and see them interact and bully people, I always wanted to defend. Defend the little guy against the bully.

NP- So, your time working with the insurance companies, was that part of your master plan or was that something that just kind of came about at the time or-

SA- Yeah, well when I graduated from law school the first job I had was clerking for a judge here in Philly. Actually, I take a step back. The truth is, I went to Howard University. I am from Baltimore, I moved to Philadelphia because I actually had a job with the district attorney's office. The district attorney's office had a rule that if you did not pass the BAR the first time they would let you go. I took the BAR and didn't pass the first time I took it, I missed it by two points. So I was very close but no cigar. I had to leave there, I had to go back to the drawing board and study for it and so one thing I want the listeners to know is that on your journey there are going to be setbacks.

NP- On the road to success don't be ashamed to admit it.

SA- On your way to success.

NP- *chuckles*

SA- On your way to success you may have some pit falls on your way. It's how you react to those, it is how you react to yourself, how you channel your inner drive. It is how you overcome those things that I think make you ultimately successful. My dad used to always say to me that success is not measured by what one achieves but by what one overcomes. And so I am successful, not necessarily from a monetary standpoint, although some could argue that, but because I have overcome some things and one of them was, you know, getting past the bar, getting past being upset and being ashamed of not passing the first time but getting back out there and doing it. So when I left the DA's office I clerked for a judge, a blessing in disguise because I got an opportunity to, while for working for the judge, to see other lawyers at work. And that is one of the things I think you need to do no matter what business you are in is, how to people that are in your industry, or do what you want to do, how do they operate, how do they conduct themselves. Draw from the good things they do and leave the bad things they do and clerking for a judge, watching other lawyers present in front of the judge, write arguments, things of that nature, I was able to see things I liked, habits I liked, things that weren't so great, and I also was able to learn from the officiators, from the judges.

NP- Right, what things the judges are looking for.

SA- What the judges are looking for. What things they found persuasive. And that helped me when I was on the other side.

NP- Wow.

SA- So when I left the clerking for judge, I did that for about a year, I went and worked for a defense firm. I didn't ultimately know what I wanted to do but I knew I wanted to be a trial lawyer. Well working for an insurance company, I worked for All State insurance company; I was able to get into the court right away. I think I tried 20 cases. I am not out of law school two years and I am trying cases in the courts of Philadelphia.

NP- That is something lawyers, especially new lawyers, are looking to do. They are trying to get into the courtroom.

SA- Yeah, you are trying to develop your craft. No matter what it is, can you put yourself in a position to acquire the skills you need to further your craft? For me it was getting in the courtroom because lawyers can spend their entire career and not get adamant experience, not get in the courtroom.

NP- I went to high school and college, one of my really close friends, we actually went to prom together. After we graduated college, he ended up staying at Temple and went to Temple Law School and graduated at the top of his class. He is super, super, super, super smart; one of the smartest people I know and long story short, he works for some large firm, I can't remember the name of it, and I haven't talked to him in a while but since the last time I talked to him he rarely ever gets into the courtroom. He graduated at the top of his class and I am sure he makes really good money he just rarely gets in the courtroom.

SA- It depends on what you do. Some lawyers are trial lawyers, some lawyers are litigators, meaning that they are litigating on paper, some lawyers are commercial lawyers, they are dealing with corporate things and paperwork, depending on what he does, and I don't know what he does, he could find his way to the courtroom, maybe not. But whatever you do, if you are in business, if you have a goal, you need to learn the craft and you need to do the things are going to give you that specialized knowledge, hat expertise in your particular craft and I think that is invaluable. I worked for a judge, I worked for a defense firm and now I work for the plaintiff, so I am on the other side.

NP- So outside of having these great jobs that gave you exposure to the courtroom that allowed you to be able to hone your craft, what are the actions that you think you took that helped you contribute to positioning yourself? Was there a particular person that you felt like you wanted to chum up to? Was it being an eager beaver? What do you think you did that contributed to allowing yourself to position yourself for learning to position yourself for success?

SA- Right. So you always wonder what the end game is. For me, I knew I always wanted to be a trial lawyer. I knew I wanted to advocate on behalf of others and so I tried to identify the top lawyers in the city. The Tom Kline's of the world, the Robert Ross's of the world.

NP- And these are top lawyers in Philadelphia?

SA- These are top lawyers in Philadelphia, yes. And, you know, what role did they take, you read their bios, what did they do. One of the things I did I thought was great was I went to Temple Law School. I

got an LL.M, which is kind of like a legal Master's degree for trial advocacy. Well I did that because I got a chance to practice my trial skills for a year and we had real live juries who would hear the cases but the most important thing is we had access to the best lawyers in the city. Our professors were practitioners, there weren't professors in academia, they were practitioners; they were people out there doing what we were actually seeking to do. And they would teach us the tricks of their trade; they would tell us their war stories and you are learning; you watched them.

NP- So you kind of took a side step knowing you would get more experience because a lot of lawyers don't do that LL.M?

SA- Yeah, it is not necessary, for me it was a skills thing and it was an exposure thing. I wanted to show off my skills in front of some of these lawyers who were judging our competitions. But really I wanted to be in an intimate setting where I could learn from them. Learn from their lectures; learn from their pitfalls, their mistakes. One of the best ways, I think, to avoid mistakes is to listen to others mistakes, listen to how other people made it, their ups and downs. Stand on the shoulders, you can learn from your mistakes but you can also learn from other people's mistakes too.

NP- Right. That is so much, so much easier. So much, much, much better,

SA- Yeah, yeah. So that was it. The interesting thing is I can't say that I identified a mentor so to speak but I just kept my eyes open and learn as much as I could. I don't have any family members that are lawyers I didn't know too many people out there who were. My family is actually in the sciences. My mother was a science teacher. My father is a med tech, does blood transfusions, you know, that sort of thing, my brother is a pharmacist. I didn't have anyone to say okay I am going to pattern my career off of that. I just watched everybody. Those who stood at the forefront and just saw what they did and tried to take what I could from them.

NP- Right. So let's talk about that failure. When you failed at the BAR, let's talk about how that made you feel and how you turned it into fuel to go back and kind of figure it out and just really kind of keep of pushing forward.

SA- You know, you have to have a resilience about you if you want to be successful. And one of those is using setbacks, using things that can hold you back, and changing them. One thing I appreciate about athletes is routine and mindset. If you ever watch these NBA guys or football guys they got earphones in they are stretching, they are going through a routine before they get to the game. So the one thing not passing the BAR taught me was that I needed to hone in on routine. So I did the same thing repetitively. One of things I did first repetitively was listening to motivational music; Jay-Z, I listen to, I went to rap for inspiration, but to this day I do the same thing, I am telling you. I listen to Jay-Z, The Blueprint's So Ambitious, I am drawn to Meek Mill, he has got a song called Dream Chasers, Rick Ross has got a song with Meek Mill, it is called I'ma Boss; and I listen to these things and it puts me in a mindset that, you know what, I am somebody, I am going to be successful, I am going to overcome whatever I am going through and so it puts me in a frame of mind to go out there and conquer the day. And that is one of the things I did to study for the BAR and I still do that today. And you listen to the music, whatever it is that

motivates you, you mediate a little and you think about, you turn the naysayers you repeat whatever they say and you use it as fuel. So that is what I do, I psych myself out every day I am telling you.

NP- You see, me, I am the opposite. When I think about what the naysayers say, I imagine myself yelling to them the complete opposite like I am not going to let you get in my head and what you are saying is a lie.

SA- I love it. They say, oh Sam, you are not going to do that; oh Sam, this is over your head; oh Sam, maybe you should pick something else. I am listening to my college advisor, I studied finance at George Washington Business School and she said why don't you choose something a little bit better for your skills, a little bit more in tune with your abilities. And what does that mean? And so I play that in my head when I am driving to work, when I am thinking about, you know, I love it. Jay-Z at the end of So Ambitious, at the end he says, "I am ballin' out of control..."

NP- "...can you hear my sneakers?"

SA- I love it and I am telling you that motivates me. That motivates me, everyday that is what I am thinking about.

NP- That is an awesome story, I really appreciate you kind of breaking it down and explaining it. I know our listeners, sometimes your biggest hater is yourself and you kind of divide yourself up into two and say, listen, hey hater version of me, you are a liar and I am going to prove you wrong. And sometimes your hater is your mom, sometimes your hater is your dad, sometimes your hater is your significant other and you really have to just develop the right mindset and psych yourself up and set out to prove them wrong because whatever the negative thing people are saying about you is a lie.

SA- What holds us back? I think what holds us back sometimes is as entrepreneurs or just people in general, is fear. Fear of failure, fear of the unknown, feeling that fear that things aren't going to work out the way you want them to. I tell myself, and I ask people, what would you do if you knew you could not fail? What is it that you would do? Now operate in that space, that is the space you want to operate in. I cannot fail, I won't fail. I can do all things through Christ who strengthens me, that is a Christian perspective. You now, anybody who knows me, I am unapologetically Christian. So you draw from your faith but if I cannot fail, what am I am going to do? Operate in that, you cannot fail, but you have got to believe that first.

NP- That is very true, that is very true. Another thing is like, when you said that it made me think about starting this podcast and this venture which is Better Than Success, as most of you know, and definitely as Sam knows, I run Lldyr Creative and I lived in this space where I did not want to start a podcast because, I don't know, I had this weird feeling of failure but I just kept pushing it off, pushing it off, and I knew that starting a podcast would help our business so I wasn't quite sure of how I wanted to do it and whatever. Long story short, I finally decided to do it because the thing that you are most fearful of doing the most is the probably the thing that you need to do. So I was like, okay I am just going to do it. Started the podcast, and in an attempt to help our business, and it was the complete wrong podcast. The original podcast was the ecommerce success show. I wanted to service ecommerce businesses and

teach them about ecommerce success. One, a lot of ecommerce businesses, they know they are ecommerce but that word is kind of over their heads. And two, it was just too techy, the show was just too technical for a lot of ecommerce businesses. It really didn't connect. I was in the wrong space doing the podcast because right now, this podcast is all about helping people succeed. And two, I had to do that one to kind of get me over the hump of fear and now this put me in such a more comfortable place to do this one. So, I just told that story because I want to motivate any entrepreneurs out there as much as possible. Let's move onto the next topic. You talked about mindset and really developing some repetitive actions which I like to refer to them as habits. Your habits are who you are, your habits are what bring you to this point in time and space. Whatever your life looks like is a sum result of all of your habits. Why don't you talk about some of the habits that you developed outside of the actual business that helps you with the business and if you want to go and talk about mindset, I mean you already talked about that but what mindset do some of those habits put you in.

SA- That is a great question. The number one habit I think that I have outside of my business that helps me with my business is that anyone that I meet, anyone that I come into contact with, I tell them what it is I do. And it seems kind of sophomoric and simple but it really works. I am in the services business so I am selling myself, other entrepreneurs sell other services, marketing or what have you, or they sell widgets or products, what have you, the most important thing when you are in business is, I think, people have to know what it is you do. And I am not doing it in an overbearing way but, you know, if I am talking to someone in an elevator or I spark a conversation with a taxi cab driver or I spark a conversation with a waiter or bartender, or I am in the barber shop and I am speaking to someone, or I am at a church group or I am helping out Little League with my kids; everyone needs to know what it is you do. Everyone should get a business card from you. If it is nothing more than to stay in contact with you, but more importantly, allow them to know you can be of service to them if they need you."Hi how are you doing, it's raining outside," or we are in an elevator, "uh, whether is terrible", "it's cold outside", "yeah, it is freezing." "Hey, my name is Sam, what is your name...oh okay, I'm just going to give you my card I am a personal injury lawyer if anything comes up just give me call." And you would be surprised, when I first started working on the plaintiff side with individuals, versus working with institutional clients, like corporations or insurance companies, when I worked for individuals it was kind of an empowerment thing because now I don't have any buffers, I don't have to go through a corporate table, now just anybody is my client, any person out there, you know, could be a potential client. So, let me introduce myself to people. I worked for a consulting company out of college and it was an account and he said that, very successful guy, he was into business management consulting and he had consulted with big wigs in D.C and he said, business can be summed up in three things; relationships, results, and revenue. The relationships that you build lead to results that you can give someone and the services that you provide, those results ultimately lead to revenue in your business, so relationships, results, and revenues. And so I think about that, the first habit I have is that I concentrate on my relationships, if I have relationships with others, if I have relationships with enough people, in relation with them; doesn't mean we are going out and having beers and hanging out all the time but they know what I do, they know what I do, I look to help others, like what you are doing here with this podcast, you are helping entrepreneurs but you also promoting yourself and your business because you are a resource to others. It is a great concept. Same thing I do, if I can be a connector for others, if I can help people bridge

relationships then I become a value added resource to them and if I am a value added resource to them in one area they won't forget me and my area which is, you know, I provide legal services. And my first year I passed out all of these business cards, I flew through them and I started getting calls out of nowhere. "Oh, some lady gave me your card on the street and I fell." "Oh, somebody I ran into said you were a good guy." And I didn't know who these people were.

NP- Wow.

SA- But I had passed my card out to so many people that I started getting calls, you know, the six degrees of separation, I started getting calls from all around. At my firm, we are kind of independent contractors, we run our own business within a business, but nobody had grown their business faster than I did. Typically, it takes about a year, a year and a half, to get a secretary or get support staff. I had support staff within six months. When I came in I was working under a lawyer, I was on my own, working by myself with in eight months. No one brings in more business than I do, no one generates more revenue than I do and that is only by relationships. My habit is I concentrate on relationships with others and building relationships with people.

NP- So, is that something that is innate or did you actually have to conscientiously develop that habit?

SA- You know that is a great question because here I am, I am this lawyer, I speak in front of people and actually I don't like public speaking. I am probably a natural introvert.

NP- That was going to be my next question – are you a natural introvert. I was conflicted in my answer behind that so okay good, I am glad you said it.

SA- I am a natural introvert but I have taught myself to be an extrovert. It is almost like Beyonce has two personalities, you have Beyonce and then you have Sasha Fierce or whoever it is.

NP- Right, right, right.

SA- When I step outside of my house, when I step into my realm of this lawyer, Sam Anyan, the lawyer, has this brand and so he is a lot more outgoing than Samuel Anyan. Samuel Anyan prefers to be at home watching TV, you, know, I am kind of quiet, I keep to myself. But I have taken on this persona, it is all a mindset. I recognize to be successful in what I am doing I have to step outside of myself. The other lesson is don't be afraid to step out of your comfort zone, me talking to complete strangers, me passing my card out to folks, sparking conversations is not something that comes natural to me but I have learned so it's innate now, second nature.

NP- Right. It is all about developing really great habits, they are habits, just that, second nature. So nothing wrong with working on your areas of weakness if they help you in your business. So let's move to another topic that I know people want to learn about and that is time management. I did an episode about time management a couple of weeks ago and it got amazing feedback. It got amazing feedback and so I know people want to learn about this. Tell us how you managed to get so much stuff done in a day, and I say that because I don't know what your typical day looks like, and you can tell us about that as well, but I know to have gotten so much success at this point in your life then it all kind of boils down

to what are you getting done in a day. What are your habits throughout the day? How do you manage your time? How are you getting more stuff done than other people?

SA- I used to have a saying, I work half of a day and they are 24 hours in a day so I am literally working half a day. 7am to 7 at night, I work half a day. No, no, I actually don't work half a day but I will tell you how I manage my time. I manage my time the same way that I actually manage finances; I break everything down into thirds. So when I start my day, a third of my day is spent on old business that means things that I did not finish the day before that may require my attention. That is returning phone calls, if I am finishing up a project or something that has to be done in a timely manner, if I am preparing for a hearing that I handle that morning, I would have worked on it the day before but it might have trickled into the next day. First third of the day is old business. The next third of the day is current business, things that are ongoing, things that aren't going to get done that day but maybe need to get done in a week or may need to get done in two weeks, kind of mid-term, mid-range. And then the last third is new business, things that come about that may need my immediate attention that may be due the very next day, I handle those things. So handle your day in thirds; first third is old business, second is more perpetual things that are routine or can get done over time, and then the last third is things that may be urgent, or things that maybe I need done for the following day.

NP- So, where did you learn that strategy?

SA- You know it is interesting, I just kind of picked it up. I think it has worked for me. My dad made me develop study habits, gave me little practical things to do. I contrived a lot of my habits and things from my father. My father came to this country at the age of 19, he worked his way through college.

NP- Where did he come from?

SA- He came from Ghana, West Africa. So, my father is from Ghana and my mother is from east Baltimore which is kind of weird combination to say the least. They met in college but I learned a lot from him, he is the smartest guy I know, like every boy, he is my hero. One of things I used to do when I was in school was Sunday through Thursday, I worked hard. Friday and Saturday I took time off, it worked for me, I knew come Sunday, another routine, I am studying; Monday, don't bother me I am not going out, I am not doing anything; Sunday through Thursday I am working. Come Friday and Saturday I am playing just as hard as I was working before. So there has to be some balance in your life.

NP- But also, the most important part I think, is there has to be structure.

SA- And there is structure, and there is structure; so that you know you are going to get to everything. And if you have that, the third thing came to me, because I know that I am going to do old business so the things I didn't get to, I know I have carved out time to get to it. The current business I have carved out time for that and then anything urgent or new, I have carved out time for that. And that seems to work for me.

NP- Do you write it down, how do you measure your thirds? Or is it something that you have been doing so long that you just figure it out.

SA- Well yeah, I kind of have a folder of things that I have from the day before. So when I am getting ready to leave work, let's start at the end of the day because it kind of informs the next day. So things I have not gotten to, I came here for this podcast, phone calls I needed to make I didn't fully make. I have a hearing coming up that is on Thursday that I need to get ready for so I kind of have that in my pile, that is kind of the first thing in my pile, so that is the first thing I am picking up tomorrow, get the old stuff out of the way; check marks, call this person back, I have done this, I have done this. Then I move on to things that are not immediate but I need to continue to work on. So those are things putting little reminders, little sticky tabs on beds, I am big on sticky tabs, I am big on sending myself emails, the use of my smart device to kind of set out how my day is going to look. Think about it, before you go to sleep at night, you should think about and envision what your day will look like the next day.

NP- It is all about recording it too though, right?

SA- it is all about recording it, writing it down, recording it, and also sort of visualizing it. How do I see my day going tomorrow? What is my goal tomorrow when I go to work? When you were in school your teacher wrote out a lesson plan. What is my plan for this day? How is tomorrow going to get me to my end goal, whatever that may be?

NP- It is all about the big picture and making sure that these small time frames, called days, fit into the big picture. So I wanted to ask you, if you had to boil your life down to one famous, or not famous, quote, what would it be and why?

SA- I guess the quote that I kind of live by and I think about is "if not me, then who; and if not now, then when?" And I think about that because sometimes we forget that we can actually be successful. We can actually be blessed with our cup running over, that sort of thing, we can actually be the person we dreamed and envisioned ourselves to be. We can actually reach our goals. Sometimes we feel, oh it is just a dream, it is not obtainable. No, your goals are obtainable, your dreams are obtainable. The dreams you have for your company, for your business, your life; they are obtainable. And if it is not you then who is it going to be, why should it be the next person? And if not right now, then when, if you are not going at it right now then when are you going to go at it because tomorrow ain't promised.

NP- Nope. Not even a little bit.

SA- So that is the mindset I try to have, that if anybody is going to do it, why not me?

NP- Right. It is true. So if you could give your younger self a piece of advice ten years ago what would it be and why?

SA- If I could give myself some advice ten years ago, I am getting a little old here, ten years ago I wasn't a kid. I was still an adult ten years ago. *chuckles*

NP- *chuckling* okay twenty years ago. No no, let's stick to ten.

SA- Ten years ago, I would say to chase your dreams at all costs. And I take that from my uncle. The good thing about it, I have had good people in my life, I have had successful people in my life, not in the same

areas, but I have had people who are successful. And I have asked them questions like that. If you were me, I asked my uncle one time, I think I was 22 or 23, I was fresh out of college and I wanted to do all this stuff. I wanted to be a sports agent, I wanted to be a lawyer, I wanted to continue playing ball, I wanted to do real estate, you know the world was my oyster. The one thing my uncle said was, you need to have a bulls-eye vision. Those who are truly successful aren't jacks of all trades but they mastered whatever their craft is, that one thing, they master their craft.

NP- I try and stress that to our clients so much.

SA- That is the best advice I ever received because it helped me hone in on, okay what is it going to be? Let me pick that one thing and go after it. But if I had to say, what I would tell the readers is, or I would tell myself, even back then, is, chase your dream at all costs. Whatever it is and do everything you can to obtain that. That is the one thing I would stress. No fear. Chase your dream with no fear. For me, my rock always came from the Bible; there are so many good quotes there but if you truly believe in what you believe then believe in what its saying. That you can do all things and all things work for good. And some of your failures are actually blessings in disguise.

NP- Like failing the BAR.

SA- Like failing the BAR, or whatever it may be. Working at one place and realizing that wasn't the place, you were on the wrong side. Whatever the case may be, some people, they may have gotten fired, some people, they may have had a tough boss. I have had tough bosses that made it hard to sleep at night and things like that, but they pushed me to make me better. All things worked out for good. They teach you something along the way, all the people you run into, they teach you something, your haters, your motivators, the people that pushed you. Some of the best teachers were the hard teachers in school that helped you out. You have to realize that all of it is working for you, but you got to believe that.

NP- That is very true. So, as we wrap this up, is there anything you want to tell people about what you have going on, any new personal projects, anything that you are promoting, or products that you want our audience to know about?

SA- Well, I would like the audience to know that I am here for the community. I am here if you need an advocate, if you want someone who is going to be tireless and working for you and your family to get you the justice you deserve from here. It is a tough political climate out there, black lives do matter, but also the lawyer that you pick matters and if you want someone who understands what you are going through, who can be compassionate, I ask that you give me a chance. You can reach me at samanyan.com.

NP- Designed by Lidyr Creative. *Chuckling*

SA- Designed by Lidyr Creative. It is a wonderful website, check it out.

NP- S-A-M-A-N-Y-A-N.com

SA- Absolutely, .com. Check it out and give us a call, give us a chance. If you have any questions, legal or otherwise; I can be reached at 267-456-7059 that is 264-456-7059. Call me if you got a question, if I can answer it off the top of my head I will, if not, you got to come into the office, but I am here to help, and if it is not that area of law you are looking for, you want someone to help you with a will or something, call me, I have connections in that way. I want to be a resource to you.

NP- Well thank you so much, Sam. That was awesome. You gave us some really good jewels, I am super thankful and I know that you just blessed all of our listeners' lives and thank you so much, and I want you guys to have a great day. Thank you.

SA- All right, take care.