



The Innkeeper Tales

A special Christmas sampling of **Hermanisms**

Axioms for Business and Life



- ❄ If you define success as giving it your best effort, you can be successful every day.
- ❄ Know your own limits — or your success will be limited.
- ❄ Listen. Sometimes you just need to listen.
- ❄ It's a marathon, not a sprint.
- ❄ What you learn may be worth more than what you make.
- ❄ Know math or no money.
- ❄ Reading is the fastest, most painless way to gain experience.

*For more about the realities of succeeding in today's world
(the good, the bad, the ugly... also the sad and hilarious),*

visit www.TheInnkeeperTales.com,
email Herman@TheInnkeeperTales.com,
or even better... buy the book today!

❄❄❄ **Merry Christmas!** ❄❄❄



A short excerpt from *The Innkeeper Tales...*

Suit meets overalls

There stood Danny under the car in his bright white shirt and crisp new ball cap sporting the company logo. George was shocked that a college graduate with business skills and an ability to make more money than he himself ever had was about to work under a car—just as he, George, had done for years. Maybe George should give the young guy some credit.

That's when George noticed the hot black oil running down Danny's arm. As the screw let loose from the drip pan, Danny didn't move quickly enough, and the crisp clean shirt was ruined in less than ten seconds. George couldn't stop laughing.

"Hey, college boy," he shouted, "is that how they taught you to do it at school? Catch the hot oil on your shirt so it won't drip on the floor?"

George and Danny bonded at that moment. George had learned in that second what Danny already knew: in some ways, the street-smart George was much brighter than the college boy. Danny let George teach him.

