



Learn more so you can earn more.

Despite the fact that I like to learn many things (and thank goodness there is no limit to the number of things out there to learn), it wasn't always that way. When I was younger, I used to ask my parents why I had to go to school. I didn't understand what geometry or physics had to do with my life, and didn't see the point in going to school day after day to learn them or about the mixing of chemicals in chemistry class. Back then, I was told that it was simply the law and that I had to go to school. At some point, I learned that school wasn't just a distraction to keep me busy and out of the house as I had suspected. I learned that school was for my betterment and greater good. The definition of "betterment" is "an improvement" (The American Heritage Dictionary, 1983, p. 67). Those of you who have read the book [26 Things to Teach Your Parents](#) know that I have the following to say about dictionaries: "...that's right, I had to look in a dictionary to be able to give you this definition, and it won't kill you to open up one every now and then so that you can be clear on what a word means...I've had this one for the past 20 years and I still use it." (p.21).

Before you start thinking that the point of this chapter is to get you to stay in school and go to college, let me say right now that it's not. Despite the many benefits of going to college (too many to mention here), history is filled with stories of the successes of many men and women who did not finish or even complete one day of college. Before you start getting excited thinking that this chapter is a permission slip for you not to go to college, hold your horses for a moment. You may very well make a great success of your life without stepping foot into a college classroom. That

remains to be seen. But know this: most of the financially secure people in the world kept on learning long after the required schooling was over. Learning doesn't just happen in classrooms.

- ❖ You might learn a new way of doing something by working on a team with other people.
- ❖ You can learn a new way of solving a problem by reading in a book how someone else solved a similar problem.
- ❖ You may watch your friend do something in a way that you hadn't thought of, and decide to give it a try.

There is a saying: If you learn what you've always learned, you'll think what you've always thought, and you'll do what you've always done, and then you'll get what you've always gotten.

The world is changing all around us every day. That means that the same things that worked to solve yesterday's problems may not work when solving today's problems. The person who keeps learning the ways that the world is changing, and learns new and different ways to create solutions to those problems, will be the person who gets rewarded by the people who are looking for those solutions.

Take a look at your television or the computer that you use at home or at school. Does the screen show things in color? A while ago, TVs and computer screens used to show pictures in black and white. If they broke down, they were repaired by someone who knew how to fix them. Let's say that Wally knows how to fix black and white screens, but never wanted to learn how to fix color ones. Would your family call him to fix the screens in your home? Ask your parents if they or their boss would call him to fix the screens in the office. Sadly, Wally would not be called upon very often to fix any screens because the information that he knows is outdated and not very useful. And if he's not getting called, then he's probably not getting paid. Hopefully, Wally knows how to do other things.

Keep learning so that you can keep earning.

