



Justin Hitt

THE MOST ENTERTAINING, FUN AND  
INFORMATIVE NEWSLETTER ON THE  
PLANET!

# Hot News You Can Use!

## Living a courageous life

When you think about people with courage, soldiers and firemen probably come to mind. But courage is more than reactions to traumatic events.

Speaking to your boss or at a meeting takes courage. So does sharing your true feelings with a loved one or confronting financial fears.

Courage involves thinking. Instead of being paralyzed, it enables you to think clearly and take constructive action in spite of your fear of the risks involved.

Hope can be an obstacle to courage. While it has many positive qualities, it allows us to relax and gives us permission not to act. It can be accompanied by denial, which is the lack of courage to face the truth.

Aggression and procrastination are another anti-courage factor. Instead of acting realistically, the aggressive person may push blindly through a situation. The procrastinator might do nothing at all.

It's OK to admit to yourself that you are afraid when a problem occurs that must be confronted. When it happens, consider your choices realistically.

First view the situation as an outsider would. Be willing to decide whether you have enough information to move forward. If not, consult experts or do some research.

Consider your principles. Moral courage comes from doing what you believe is right instead of going along with other's ideas of right and wrong.



## Thoughts For The Month

*Conflict cannot survive without your participation.*  
Wayne Dyer

*More than anything else, I believe it's our decisions, not the conditions of our lives that determine destiny.*  
Anthony Robbins

*A peacefulness follows any decision, even the wrong one.*  
Rita Mae Brown



"Not scared yet? Just wait until I get to Chapter 11!"

# More fun than should be humanly possible!

## Trivia Teaser

### *New York, New York*

1. Which New York Harbor Island was a major processing center for immigrants to the United States? a-Roosevelt Island, b-Long Island, c-Angel Island, d-Ellis Island.
2. What was the name of the little girl whose letter sparked a New York "Sun" editorial about the existence of Santa Claus in 1897? a-Shannon, b-Virginia, c-Lisa, d-Kelly.
3. What city, located on the Niagara River is the seat of Erie County, New York? a-Rochester, b-Albany, c-Buffalo, d-Tuckahoe.
4. What movie musical was filmed surreptitiously on location in New York City in the 1940s using hidden cameras? a-"On the Town," b-"Captain January," c-"Take Me Out to the Ball Game," c-"Anchors Away."
5. What American retail chain began on Washington's Birthday in 1879 with its first store in Utica, New York, and closed for good in 1997? a-Montgomery Ward, b-Woolworth's, c-A&P, d-Pamida.
6. What literary character owned a gaudy mansion at West Egg, New York? a-Natty Bumppo, b-Roger Dodsworth, c-Jay Gatsby, d-Miniver Cheevy.
7. Who was the only U.S. President born in New York City? a-Millard Fillmore, b-James Garfield, c-William Henry Harrison, d-Theodore Roosevelt.
8. The Tappan Zee Bridge spans what river in New York? a-East, b-Long, c-Hudson, d-Genesee.
9. What example of Chicago School architecture in New York City was designed by architect Daniel Burnham? a-Octagon Building, b-Flatiron Building, c-Chrysler Tower, d-Empire State Building.
10. What influential journalist founded the "New York Tribune" newspaper in 1841 and was its editor for 30 years? a-Hamlin Garland, b-Mark Twain, c-William Dean Howells, d-Horace Greeley.

## The Lighter Side

A guy and his bored pal were sitting in the living room when the guy said, "Just so you know, I never want to live in a vegetative state, dependent on some machine and fluids from a bottle. If that ever happens, just pull the plug."

His pal got up, unplugged the TV and threw out his beer.

As they were driving to yet another dinner, Albert Einstein mentioned to his chauffeur (who resembled him) that he was very tired of speechmaking.

The chauffeur said he had heard that speech so many times, he could give it himself. So Einstein let him do it. At the dinner, Einstein wore the chauffeur's cap and jacket and sat in the back of the room. The chauffeur gave a nice rendition of Einstein's speech. Then a pompous professor asked a question about antimatter formation.

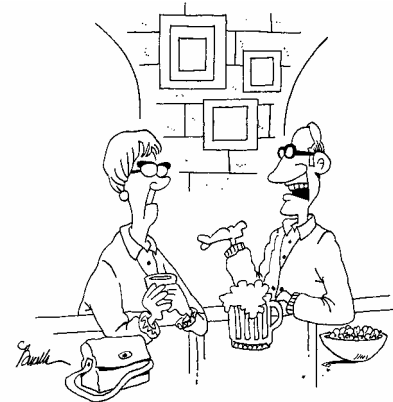
Without missing a beat, the chauffeur said, "Sir, the answer to that is so simple that I will let my chauffeur answer it!"

## Famous Birthdays This Month...

- 1, Ron Howard, actor, movie director, Duncan, Okla., 1954.
- 2, Jon Bon Jovi, singer, actor, songwriter, Sayreville, N.J., 1962.
- 4, Landon Donovan, Soccer Player, Redlands, Calif., 1982.
- 5, Paul Sand, Tony Award, "Story Theatre," Los Angeles, 1944.
- 6, Shaquille O'Neal, basketball player, Newark, N.J., 1972.
- 7, Michael Eisner, ex-Disney exec, Mount Kisco, N.Y., 1942.
- 10, Chuck Norris, "Walker, Texas Ranger," Ryan, Okla., 1940.
- 11, Gale Norton, U.S. Sec. of the Interior, Wichita, Kan., 1954.
- 12, Liza Minnelli, Oscar for "Cabaret," Los Angeles, 1946.
- 13, William H. Macy, "Fargo," "ER" actor, Miami, 1950.
- 14, Billy Crystal, "City Slickers" actor, Long Beach, N.Y., 1947.
- 15, Kim Raver, "Third Watch," "24" actress, New York, 1969.
- 16, Jerry Lewis, comedian, director, Newark, N.J., 1925.
- 17, Gary Sinise, "CSI: New York," Chicago, 1955.
- 18, Queen Latifah, rap artist, actress, East Orange, N.J., 1970.
- 19, Bruce Willis, "Die Hard" actor, West Germany, 1955.
- 20, Holly Hunter, Oscar for "The Piano," Conyers, Ga., 1958.
- 21, Rosie O'Donnell, actress, host, Commack, N.Y., 1962.
- 23, Keri Russell, "Felicity" actress, Fountain Valley, Calif., 1976.
- 24, Peyton Manning, football quarterback, New Orleans, 1976.
- 25, Aretha Franklin, singer, Memphis, Tenn., 1942.
- 26, James Caan, "Godfather" actor, New York, 1940.
- 27, Quentin Tarantino, "Pulp Fiction," Knoxville, Tenn., 1963.
- 28, Dianne Wiest, Academy Award, Kansas City, Mo., 1948.
- 2930, Celine Dion, singer, Grammy winner, Canada, 1968.
- 31, Christopher Walken, many movies, Queens, N.Y., 1943.

## Trivia Answers

- 1-d, Ellis Island
- 2-b, Virginia
- 3-c, Buffalo
- 4-a, "On the Town"
- 5-b, Woolworth's
- 6-c, Jay Gatsby
- 7-d, Theodore Roosevelt
- 8-c, Hudson
- 9-b, Flatiron Building
- 10-d, Horace Greeley



"Poker? No, but I did once make the final table at the 'World Series of Go Fish.'"

# This news is all about you...

## Thank You For Your Referrals

There's no question that I have the BEST customers on the entire planet.

My business is built on word of mouth advertising and I like to thank the following people who were kind enough to recommend my services to their friends.

Thank you soooo much!

*Tommy Rabeau\**  
*Vuthy Chhim*

*\*Referrals two months in a row!*

## And Our Client Of The Month Is....

### C-Systems International

Providing logistics, information technology, and security services to the federal government. An 8(a) hubzone company with recent contracts at Fort Meade and Patuxent River.

They are experiencing rapid growth after ten years in business. This stable company is now looking to expand in the Hampton Roads area.

Founded by Vuthy Chhim, a Cambodian refugee who came to America in 1974. Now employes more than 100 individuals.

To learn more about C-Systems International Inc, write: Vuthy Chhim, 7686 Richmond Hwy, Ste 112, Alexandria, VA 22306-2800.

## New Clients We Want To Welcome...

I'd like to welcome the following people and organizations to my rapidly expanding client family...

*Treadwell Management Grp Ltd*  
*E. B. Riddick & Son Landscaping*  
*Horns Auto Sales*

## Community Life

### "Do What You Do Best"

The last client newsletter was an adventure in computer failure ... I ran out of printer ink, envelope addresses were full of streaks, I didn't print enough letters ... **it seemed like everything went wrong!**

That's how it is sometimes working with computers. Unbelievably, some of my clients think I'm a computer guru (I even owned a computer consultancy from 1991 to 1999.)

**Aren't computers supposed to make our lives easier?** These problems were keeping me from what I really should be doing (like working on new book about customer relationships.)

Some people say I'm a wizard on the computer, but **I really just know a lot about the tools I use everyday.**

See knowledge is relative. There will always be someone who knows less than you do, and someone who knows more. It's your responsibility to improve on your situation or learn to live with your weaknesses.

Turns out my local mail shop can print, sort, stuff newsletters, address the envelopes; and all I have to do is write the newsletter.

**Are there things you do in business, that you know how to do, but someone else could do better?** Outsourcing small repetitive task saves you time that is better invested in doing something where your talents are critical.

What's the biggest most significant challenge you face today in your business? I bet there is someone out there who can solve it for you while you're working on something else.

The lesson here is to **focus on what you do best**, let someone else take care of everything else. That's what experts are for, to save you time and effort so you can do what you really want.

**Is there something I can do for you?** Just write: Justin William Hitt, PO Box 8874, Virginia Beach, VA 23454 or fax them on company letter head to +1 (757) 282-7779

## Your Horoscope

**ARIES:** The stars say everything is in your favor now. Your world is shining. You are in a forgiving mood, and you refuse to be bothered by conflicts. Even the troublemakers in your life just amuse you.

**TAURUS:** A transformation is taking place in your life. Something you have been working on for a long time is progressing into reality. It could bring a mix of emotions like excitement or trepidation. That's OK.

**GEMINI:** Getting ahead at work is simple but not easy. Follow this plan of action and you could put yourself in line for better things. Plan what you intend to do. Follow your plan. Make it relevant to conditions.

**CANCER:** March 17 could be a very good day for you. Even if you're not Irish, wear the green and get into the swing of it. Nobody around you is celebrating? Call your pals and go to a parade.

**LEO:** Get ready to face a conflict of principles. One friend is counting on you to tell all. Another friend is counting on you for secrecy. It's a precarious situation that requires evaluation of the circumstances.

**VIRGO:** Attitude seems to count more than talent or education. Lucky for you because you cheerfully give people more than they expect, which will be the basis for your ultimate success.

**LIBRA:** Finances will improve steadily through the rest of the year. Lifestyle upgrades in the coming months will build your confidence. Couples will enjoy doing things together. Singles will explore new relationships.

**SCORPIO:** The full moon on March 12 may stir your romantic instincts. Take advantage of the plus it gives you. Get closer to that special person and the future may take a turn for the better.

**SAGITTARIUS:** A stressful period in your life will soon come to a close. When it happens, do something to bring your vitality back to normal. Take a trip, take a nap, or just thank your lucky stars.

**CAPRICORN:** It's difficult to believe that anyone's way can be better than your own. But keep an open mind. It really could be a better way. You can overcome many situations by being flexible.

**AQUARIUS:** The best and more enjoyable way to fine tune your skills is to teach someone else. But at work you can accomplish so much on your own that it's almost an annoyance to try to motivate others.

