

AAI Commencement

Speech

Saturday

April 7, 2018

Glendale Civic Center

Opening Comments:

Dr. Kostman, Keith Brown members of the AAI Staff, family and friends of the graduates and most importantly, the class of 2018.

Congratulations on your achievement. I want to thank you all for the privilege of speaking to you this afternoon. I am honored and grateful.

Thank You.

Next Page

Attention Getter:

99% Story

Next Page

So...

Here we at your

graduation...commencement!

Next Page

I am going to share with you, today, a couple of quotes.

Both are from the acclaimed late actress

Katharine Hepburn.

Next Page

Quote # 1

Class of 2018...

You can't just be talented:

You have to be terribly smart and energetic and ruthless. You also have to become necessary to people, by working hard and well and bringing more than your bones and your skin to the project.

Don't just show up!

Transform the work, yourself and everybody around you.

Be needed. Be interesting.

Be something no one else can be. And be that something, consistently.

Next Page

Main Speech Content

Time Frame: 10-15 minutes

I have to tell everyone, today, that although I am here speaking to you...that I can't remember anything about my graduation. And, I have been involved in many during my lifetime. I remember nothing about any of them other than I was receiving a first-class education and I was ready to put that education to good use.

Next Page

AAI's Slogan:

"Advance the personal and professional opportunities of students, employees and employers in a value-driven environment."

- Every week the instructors, prepare the students in a challenging, exceptionally thorough, professional environment.
- I am pretty sure that some of you at one point or another probably felt like you weren't going to make it. That you were never going to succeed.
- Sometimes, no matter how well you prepare or how well you perform, you still end up wondering if you measure up.
- You're here today, because you found a way to measure up. YOU kept moving forward.

Next Page

In my time, I have had many careers and with each career, I accepted the challenge by understanding the power of hope. Always looking to excel in whatever challenges I may face by understanding the difference between two words:

“HOPE” and “WISH”

Talk about HOPE vs WISH.

Next Page

If there happened to be an opportunity out there that I was interested in.

I would say to myself, "I hope this comes my way because I know I'm the right person for the job."

You're here today, because you found a way to measure up. YOU kept moving forward.

Next Page

Finally, in the WWE there is the TAP OUT.
Which everyone knows means...you give up.
That you quit.

- Tap out and you no longer have to get up every morning.
- Tap out and you no longer have to prepare.
- Tap out and you no longer have to endure the training.

JUST TAP OUT

If you want to be and stay in control of your own fate and destiny, don't ever TAP OUT.

Next Page

To the graduating class of 2018, you are moments away from graduating.

- Moments away from beginning a journey through life.
- Moments away from starting to change your world for the better.

It will not be easy.

It's a brave new world out there.

But, YOU are the class of 2018...must be committed to starting each day with a task completed.

How you act today will affect how you are tomorrow.

Next Page

I had a young worker come up to me one day. He was feeling down. So, I asked him what was going on. He replied.

“For some reason, everything that happens bad to me seems to happen 10 times worse.”

I studied him for a moment. After letting it sink in, I stepped closer and to him I said.

“Look at me because what I’m about to say to you is serious.”

He looked at me. When I was certain that he was himself. I replied.

“Everything that happens bad, happens only once. It becomes 10 times worse based on how you react to it.”

Next Page

Quote # 2

The thing about life is that you must survive. Life is going to be difficult and dreadful things will happen. What you do is move along, get on with it and be tough. Not in the senses of being mean to other's but being tough with yourself by making a deadly effort not to be defeated.

Next Page

Thank you very much.

End of Speech

