



Lessons from a Dying Man

In June 2003 Dr. Ben Carson addressed the Million Dollar Round Table meeting with an inspiring story. Dr. Carson is a world-renowned neurosurgeon of Johns Hopkins University who is equally well-known for his speaking and writing skills.

Dr. Carson addressed an MDRT crowd with a startling revelation that nine months earlier he had been diagnosed with terminal cancer. He said in the previous nine months he had had much time to reflect upon his life and developed what he called his own "Big Bang" theory.

Carson began his explanation of his "Big Bang" theory claiming that the **B** should be for boldness. A famous person once said, "Never take counsel from your fears." Most people attribute this quote to General George Patton who they believe got it from General Stonewall Jackson. The **A** stands for analyze everything. He made reference to his use of the "t" theory, which many of us in the financial services industry call the *Ben Franklin* close. In this way you analyze things by putting the pros on the left-hand side of the "t" and the cons on the right-hand side of the "t." Then you let the side with the obvious choices win out. **N** stands for be nice to everybody. Be nice. While that sounds very simplistic, if you try to be nice to everybody that you meet in all situations, this can be relatively challenging. I discuss this principle in my article *In Just 10 Seconds*. The **G** stands for God. Never take God out of the equation.

Interestingly enough fellow academicians from Johns Hopkins University challenged the world-renowned Dr. Carson on his public display of the "Big Bang" theory in his office because of his reference to God. Dr. Carson advised them that he would personally appeal it to the United States Supreme Court. Little did they know that in just two weeks he would be receiving his second Jefferson Award where Supreme Court Justice Sandra Day O'Connor assured him he was okay. Justice O'Connor stated, "It is freedom of religion not freedom from religion."

In a bit of good news, Dr. Carson, due to good medicine, healthy diet, a proper exercise regimen and plenty of faith in God appears to be in total remission from his cancer.

Andrew S. Martin, CLU, ChFC

P O Box 2606

Birmingham, AL 35202

800-876-3950

andymartin@firstprotective.com

www.top-producers.net

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