**Grandma’s Wisdom**

# **Unit 2**

 Brian and his family found themselves still living at Grandma’s when school ended for the year. They had been there for Thanksgiving, Christmas, New Year’s, and even Memorial Day. Josh still hadn’t been able to find an appropriate job, but through the months, he had been able to **lubricate** the wheels of progress a bit by networking with others in his field and sending out a multitude of resumes, so things were looking up on the job front. Josh had also elected to be totally **transparent** at all of his interviews, revealing that he not only wanted a job, but that, for his family’s sake, he really needed a job.

 His change of attitude seemed to be working because the offers were beginning to roll in, so he could begin to review them and negotiate. Brian was okay with all of that, but he was concerned with a more immediate situation. Because of the lack of funds, he hadn’t been to a movie or out for an ice cream in forever. He thought he had come up with a perfect solution. The paper had stated that the owner of the local pool snack shack had been killed in a bizarre shooting at Walmart. What was even more bizarre was that the shooter was claiming he couldn’t be charged with **homicide** because the snack shack owner wasn’t the guy he had planned to shoot. Go figure!

 Anyway, Brian realized that a great opportunity was now **available** for him to make some money. Heck, the pool was directly across the street from his house. Actually, this could be a **mutual** opportunity for both him and his friend Zach to help their families out. Brian decided he had better take care of the details right away before someone else came up with the same brilliant idea. He gave Zach a call at the shelter (his mom hadn’t found work yet either).

 When Brian broached the subject with Zach, he wasn’t exactly enthusiastic.

“Where will we get the money to start up? What if people won’t buy our food? What if…” Brian tuned out. *What if* was Zach’s response?

****Brian proceeded to **pelt** Zach with answers to all of his concerns, so Zach could do nothing but relent. “I’ll talk to my mom right now.”

While Zach was locating his mom at the shelter, Brian decided that the present was as good a time as any to talk to his parents. When he located them on the back patio having some sweet tea with his grandmother, he started right in with his plan. As he talked on and on about his idea, the looks on his parents’ faces turned from smiles to frowns. At least his grandmother was still smiling.

“Brian, it’s not that we want to **dissuade** you from doing this. Normally we would be trying to persuade you to seize an opportunity like this one, but you have to understand that we can’t afford to lose any money right now,” his dad explained.

In actuality, Josh was quite proud of Brian for wanting to help out. Josh had never had an **entrepreneurial** bone in his body. The idea of starting his own business actually scared him to death. So many **hazards** waited to be avoided or overcome in owning your own business. He had always preferred the stability of knowing he was going to receive a paycheck every week.

“How about I just front the money? You can consider it an early Christmas present,” Brian’s grandmother stated.

“Thank you, Gram!” Brian exclaimed.

“Are you sure about this, Mom?” Josh asked.

“I have never been surer of anything. I think this will be a great learning experience for my favorite grandson,” Gram smiled.

\* \* \*

With his grandmother’s front money in hand, Brian and Zach began working. They bought supplies and printed menus. Brian’s grandmother advised them that they should probably start with the **customary** foods that were offered by the previous owner before they decided to add unusual items. She also explained that they were going to have to overcome a large degree of **indifference** from the members. The members liked to bring their own snacks and didn’t really care what was offered at the snack bar.

To both Brian’s and Grandma’s surprise, Zach became an absolute **firebrand** when pitching their services to the pool members. His enthusiasm was contagious, making him very successful selling food items. He used the statement “Grandma’s Home Cooking” as his signature line. Zach was taking so many orders that the boys were **poised** to fail if they didn’t hire more help to keep up.

Again, Grandma came to the rescue. She suggested two very important principles to remember when creating a business plan. First, to make sure they would not run out of food, they should take orders the day before so they could **cater** to the needs and desires of the members more specifically. Secondly, she suggested that they recruit Brian’s mom and dad and Zach’s mom to be part of their Snack Shack **regime**. That way together the whole family could rule the business well, assigning specific tasks to each person so that nothing would be missed when they were busy.

Brian became a bit **indignant** when his grandma made these suggestions. He thought that he and Zach were handling the business well. It was Zach who saw the benefits of the advice. He explained to Brian that they were only handling the load because Zach was not selling nearly the amount he could because he was afraid that they would be unable to keep up.

Grandma nodded and explained, “Inefficiency and lack of product to fill orders fast enough are issues that could **plague** a company right out of business. Now that the pool members are becoming comfortable with you boys and are finding your service and food legitimate and not just seeing you as a couple of kids fooling around, it’s time to step up your business. Make yourselves **indispensable** to them. Make them realize how much they need what you have to offer.”

Brian mulled over the advice from both Zach and Grandma. He realized that his short-sightedness could actually **retard** the progress that the business was making. Why would he want to slow down his growing business because of his pride? He refocused himself and thanked them both for their excellent input.

Once everyone was on the same page, business ran smoothly. The little quirks they did run into were handled quickly and left their success virtually **unscathed**. Both Brian and Zach were filled with joy when they were able to pay back Grandma. Being able to give money to their parents every week, while still having a little left over for themselves, added to their sense of achievement. They had taken a risk and succeeded.

--- Ronald Powers

 **UNIT 2 VOCABULARY**

|  |  |  |
| --- | --- | --- |
| **WORD** | **DEFINITION in your own words from context clues** | **MEMORY TRIGGER** |
| lubricate |  |  |
| transparent |  |  |
| homicide |  |  |
| available |  |  |
| mutual |  |  |
| pelt |  |  |
| dissuade |  |  |
| entrepreneur |  |  |
| hazard |  |  |
| customary |  |  |
| indifference |  |  |
| firebrand |  |  |
| poised |  |  |
| cater |  |  |
| regime |  |  |
| indignant |  |  |
| plague |  |  |
| indispensable |  |  |
| retard |  |  |
| unscathed |  |  |