

## **CHAPTER 1**

# **Welcome to A&M**

### ***The Real World Begins Now***

Once you've graduated from college and entered the job market, some say that you've entered the "real world"—a world where the brightest and hungriest excel and stand out amongst the masses. The term "survival of the fittest" comes to mind. Your ability to compete with your peers in this world will directly determine your capacity to build wealth and financial security for you and your family.

If it's true that the real world begins after college, then you can probably just coast through college and not get too serious until after graduation, right? After all, potential employers will surely look past your academic performance and recognize your

innate intelligence, leadership skills and work ethic. Right? ... Wrong!

In my experience, your grade point average (GPA) is one of the most influential factors when it comes to impressing a recruiter and landing that choice job. In fact, without a minimum level GPA, you will never even get a chance to interview with some companies. Certainly, there is an amalgamation of important factors that can serve to promote your unique skills and life experiences. Such factors include student activities, campus leadership positions, volunteer work, etc. But for many employers, your GPA is the single most telling measure of your intelligence, work ethic and your ability to compete and win. And winning is important in the real world.

Company shareholders demand winning profit margins. Such success is achieved by having winners at the helm and in key positions at any given company. In other circles, it may be acceptable to give merit to such notions as “having fun” or “giving it your all,” but make no mistake about it: Corporate America is about competing and winning. Let’s face it; Americans love winners and employers not only love winners, they demand them.

So take it to heart that in fact the “real world” begins now. Now is the time to begin the foundation for securing your own personal winning role in the marketplace and society at large. Approach your college career with a winning mentality and you will be well on your way.