



5 Questions ...about Life and Legacy

Willamette Business Builders

5 Questions ... about life and legacy



Eugene, Oregon



On April 1, 2015, 16 members and substitutes for absent members of the Willamette Business Builders (WBB) were asked five questions. They were given eight minutes write their answers.

Five questions. Eight minutes.

The common and complementary values shared on these pages define WBB—a strong, vital network of successful business leaders in service to our Eugene/Springfield community.

Lauren Bailey, LMT
[Biomechanical Therapist](#)

Jim Cheyne
[Budget Blinds](#)

Steve Clem
[C & L Automotive](#)

Tim De Paepe
[Edward Jones](#)

Barbara Evarts, CPA
[Houck Evarts & Company](#)

Terra Ferriera (sub)
Terra Ferreira Bookkeeping

Vaden Francisco
[Attorney](#)

Thomas Freitag
[Summit Funding](#)

Sue Grigsby
[Berkshire Hathaway Home Services](#)

Darby Giannone
[Pacific Benefit Planners](#)

Kathy Hanson
[Kathy Hanson & Associates](#)

Tony Hilsendager
[Straight Line Auto Body](#)

Eva Long
[Long On Books](#)

Kellee Ratzlaff (sub)
[Awedore Studios](#)

Clark Shaefer
[Cascadia Construction & Plumbing](#)

Tonya Silke
[First American Title](#)

Jason Smathers
[360 Electric](#)

Quince Sterry
[Architect](#)

Val Stilwell
[Communications Strategist](#)

Doug Walling
[Pookie's Handyman Contractor](#)

KL Wells
[Networking Power](#)

Lyle Zack
[Internet Working](#)

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**What is at least one
guiding principle you
use every day?**

To always strive for personal excellence, professional and personal self-improvement

- ~ learn and grow some every day
- ~ strive to serve (Barb)

Integrity

- ~ of thought – learning and application
- ~ of intent – client and team focus
- ~ of action – work to benefit self, others, community
- ~ of word – conversation, written messages (Darby)

Do what you say you're going to do. It's important in establishing trust and confidence from the customer. (Doug)

Every moment is an opportunity to contribute and be contributed to as well. (Eva)

Do it right and strive for perfection. That way, customers are satisfied with your work the first time. The next call you'll receive from them won't be to make it right, but because they'll need other work. (Jason)

I believe in business you should treat others like you would like to be treated. (Jim)

Do the right thing—creatively—even if it's the hard thing, and keep doing it every day. Be trustworthy; it will pay off in big and small ways. (Kathy)

My source of positive attitude and goal achieving is through use of daily mantras. Everything starts with gratitude and builds from there: "I am so grateful now that..." (Kellee)

Who you surround yourself with, you become. Be choiceful.
(KL)

Serve. Be in service every minute of my work day. Service has firm boundaries, yet it comes from the heart, heart for listening—truly listening—then addressing what I hear, incorporating what I hear into my hands-on work. (Lauren)

To always be sure that I am doing everything I can do that is best for my customers, no matter what. To always put their interests and concerns first. (Steve)

Set goals—no matter how intimidating. (Terra)

The Golden Rule: Do unto others as you would have them do unto you. I put myself in another's place. For example, I ask, "What would I want in a situation like this?" Or, "If it were me in this situation..." (Tom)

Laugh often, pray often, give thanks often. (Tim)

Always do the right thing, even when it's not the easy thing!
(Tony)

Gratitude for and recognition of great clients. Carefully acknowledging every great client's positive traits. (Val)



What is at least one life lesson you would pass on to your grandchildren?

Honesty is so important. Be that person who people trust and come to in times of need. (Jason)

Look for opportunities and do not be afraid if opportunities don't work out. The more you try, the more you'll learn to make the most of the next opportunity. It's OK to make mistakes and have failures, depends on what you do with that experience. (Barb)

Effort is required to actualize your dreams

- Learn much

- Understand more

- Facilitate others

- Make a difference for having existed

- Not all efforts are big daily decisions and actions (Darby)

Do your best every time. You will not regret the results when you know you've given your best. (Doug)

Do what you love, and the love will flow through to those around you. If you lie, people know even if they don't say.

When opportunities don't happen, it's because you were not telling the truth. Didn't get invited? Didn't get the chance?

Look to see if there are some areas in your life where you're not being truthful. (Kathy)

Everything is temporary. Seek out moments of accomplishments that shape the temporary outcome to benefit the greater good that surrounds you. (Val)

God loves you no matter what. God wants to help you, so never give up. (Tom)

You will be successful in life if you work hard at everything you do. Business! Life! Play! (Jim)

Everything is temporary. Embrace who you are and know that any challenges in life will pass with time and understanding. (Kellee)

95% of your success or failure is a direct result of who you habitually surround yourself with. Live your passions! (KL)

Keep the promises you make and make promises you can keep. Learn to play a musical instrument. A life spent seeking the approval of others is a misled adventure. (Eva)

Always be true to your word, always do what you say you're going to do, and always care. (Steve)

Every day is a new opportunity. If you messed up before, then it's a lesson in how not to do it again next time. (Terra)

Relationships are key to your success. Invest in them. (Tim)

When somebody treats you badly, don't get angry or sad. Stop and think about what has happened to them in their life that caused them to act like that. (Tony)

Live. Every day. Retain your amazement at the world. Awe and amazement keep you alive and engaged all the time. They are also the fermentation grounds for love. If you're amazed, you can be in love. (Lauren)



**Who, and/or what, are
you most grateful for?**

To God...

for the breath of life
for the gift of life
for the challenge of life
for the beauty of Nature
for the gift of creativity
for the power of words (Tom)

People who care, who are generous and intentional about caring.

For my mind—my ability to learn, to have diverse interests and creative intelligence—to be able to holistic-ly problem-solve with empathetic thinking. (Darby)

I am most grateful to my family because without them I would have nothing. (Terra)

My mom and dad. They instilled my work ethic: work hard, give it your best, and be proud of the results if you've truly given your best. (Doug)

I am grateful for Jesus/God and I thank Him for my family. (Jason)

I am so thankful for my artistic talents and abilities. I love that those talents can be used to help others achieve their business and personal goals. How cool is that? Plus I have the best business partner I could ever ask for in Val. (Kellee)

I am most grateful for my wife and our life together—personal and business. She is a partner in both. (jim)

Sam and Patty (KL)

My wife, April. For her support, encouragement, and faith in our Lord Jesus. (Tim)

Health—the rest follows:

...beauty

...possibility

...joy

...connection (Kathy)

Grateful for my peeps---my incredible husband and dynamic daughter. Then my health, vitality, and my vitally alive body. The thrill of possibility in the physical is daily food for excitement. (Lauren)

I am most grateful that I have my children. They inspire me to always be my best. My family, for they are my strength. (Steve)

I'm grateful to my parents for making me practice the piano. Every. Single. Day. (Eva)

God—because my faith is what keeps everything in line, and for the people in my life.

My mother—who showed me how to have great courage in the face of extreme circumstances. (Barb)

I am grateful for the ability to stay calm and focused no matter what chaos life throws my way. (Tony)

I am most grateful to have the opportunity to experience life, and to surround myself with incredible people. (Val)



**What single achievement
are you most proud of?**

My children and how they have become young adults. (Steve)

Hands down, I'm most proud to be self-employed as a graphic designer. I love what I do. I worked for years to develop and grow, and to fight to make it happen. I have successfully started on that path. (Kellee)

My family. They are a reflection of my best efforts. Remember: It takes a village to raise a child. Be a village elder! (Doug)

The ability to walk away because I know I can be better. (Val)

Successful in my marriage. I never want to fail at that. (Jason)

Being a successful small business owner after leaving corporate America. (Jim)

My legacy—what I'll leave when I'm gone.
My relationships—personal and professional.
And my work—hobbies and design (Kathy)

My independence, and for actually getting through college conquering incredibly difficult challenges. (Barb)

Raising Sam into a heart-centered, passion-driven young man. (KL)

My family, April, Paige, and Sarah. I have a great marriage and two kids who still like and want to hang out with us. (Tim)

That I have my first business. (Terra)

My training with the Zen Hospice Project in San Francisco to be of service to the dying. (Eva)

Raising two daughters who have good heads on their shoulders. They are assertive, independent, confident, and love God. (Tom)

My work and how I impact the world, one person at a time. Though I feel it is basically channeled, I get the joy of delivery. (Lauren)

I am most proud of creating a business, then growing it. (Tony)

Yugin Gakuen [Eugene's total immersion Japanese school]
– exemplifies collaborative work to actualize a vision of providing education to children.

Our children—competent, confident, world citizens. (Darby)



**What new qualities have
you discovered about
yourself in the last 12
months?**

Wisdom about seasons of life and patience.
Compelling drive to deliver my message. (KL)

I can travel well! I'm more patient than I appear. I do have some self-discipline, though little. I'm still a good cook.
(Lauren)

I know what I bring to the table, so I'm not afraid to dine alone. (Kathy)

Vision—my eagerness to branch into new ideas and adventures in life. (Barb)

I enjoy staying busy, but have found my limits. (Jason)

That I truly listen to people in my life and show them that I listen. (Steve)

I have really discovered how rewarding working out with a good personal trainer can be. (Tony)

I've gotten comfortable with aging. I've learned to accept my newly discovered limitations. I do not like it, but I accept it.
(Doug)

Ability to step back and allow others to negotiate towards their own vision while providing "means to their ends"—New emerging leaders for tomorrow. (Darby)

Since I can't sing and will never be able to in this lifetime, I am continually searching for newness... (Val)

I can empower people. I can be a planner, a scheduler. I can have the patience and discipline to reach my goals, and help my clients to reach theirs. (Terra)

Much, much shorter recovery time from slipping on the banana peels of life back to equanimity and humor. (Eva)

I have discovered the years have started to mount up and I need to spend more time on myself to bring my A Game. (Jim)

I can achieve more than I ever dreamed and that I am *worthy* of my successes through my passion, talent, and determination. (Kellee)

I think I am hilarious but my wife says I'm marginally funny. (Tim)



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