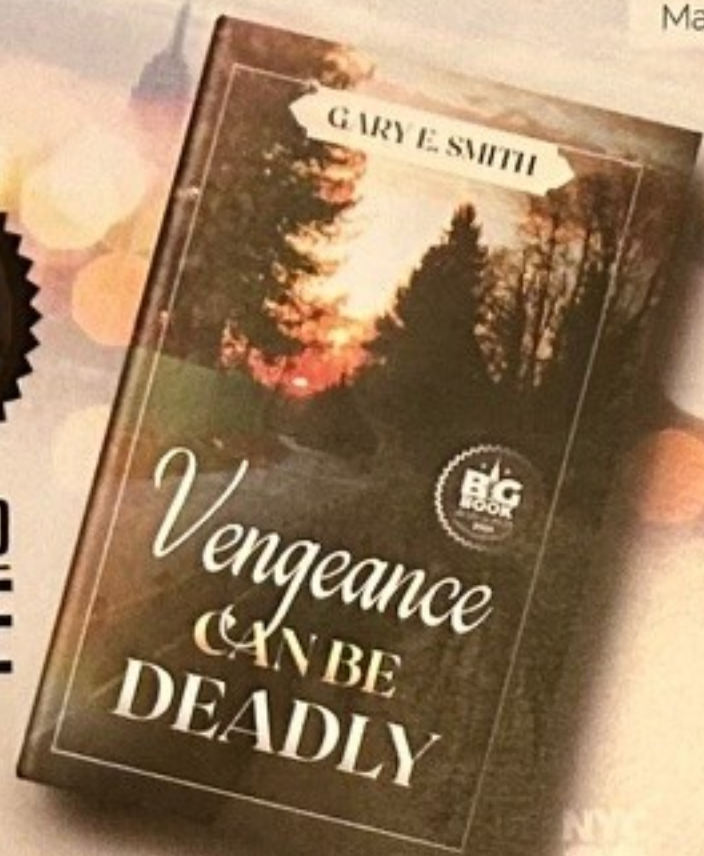


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speaking. My work history has given me a great reservoir of Mannerisms, speech patterns, etc. on which to build characters. Ernest Hemingway was quoted as saying once. To write a very good story. You must have experienced it. My life's work and living in two countries have certainly prepared me for the Warren Steelgrave series of books.

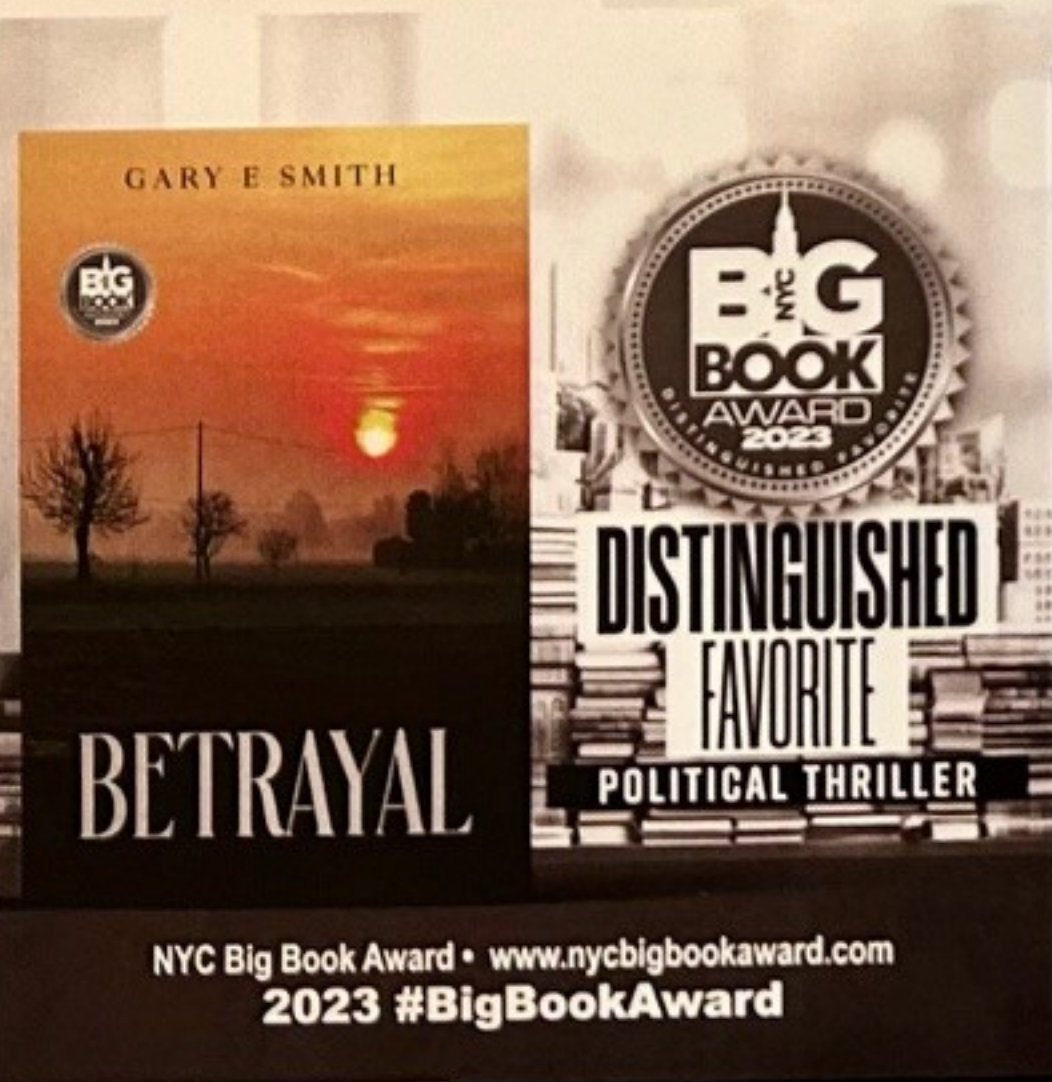
Working alongside laborers learning English struggling to feed their family, working twenty-four hours straight in a crew of electricians to get a factory running again. Building a business and negotiating million-dollar contracts and, of course, thousands of hours in the courts suing to get paid. Out of these experiences, I get the bases for my stories.

**LOOKING BACK, WHAT DO YOU THINK WERE THE THREE QUALITIES, SKILLS, OR AREAS OF KNOWLEDGE THAT WERE MOST IMPACTFUL IN YOUR JOURNEY? WHAT ADVICE DO YOU HAVE FOR FOLKS WHO ARE EARLY IN THEIR JOURNEY IN TERMS OF HOW THEY CAN BEST DEVELOP OR IMPROVE ON THESE?**

First is to follow your heart. I disappointed many for deciding to not go to college put to become a common laborer. Second is to stay focused on what you are doing and be willing to take risks on opportunities when they arise. The third and most important is discipline. Discipline is developed over time by keeping your word in all things. If you say you will make your bed every morning; you make your bed every morning. It is hard and you will fail at times. No excuses admit your failure and continue. Over time you will develop a strong discipline.

**WHAT IS THE NUMBER ONE OBSTACLE OR CHALLENGE YOU ARE CURRENTLY FACING AND WHAT ARE YOU DOING TO TRY TO RESOLVE OR OVERCOME THIS CHALLENGE?**

I am dyslexic and being a writer of novels it is a challenge I face every day. To overcome it I face it and write every day. Thanks to developing discipline.

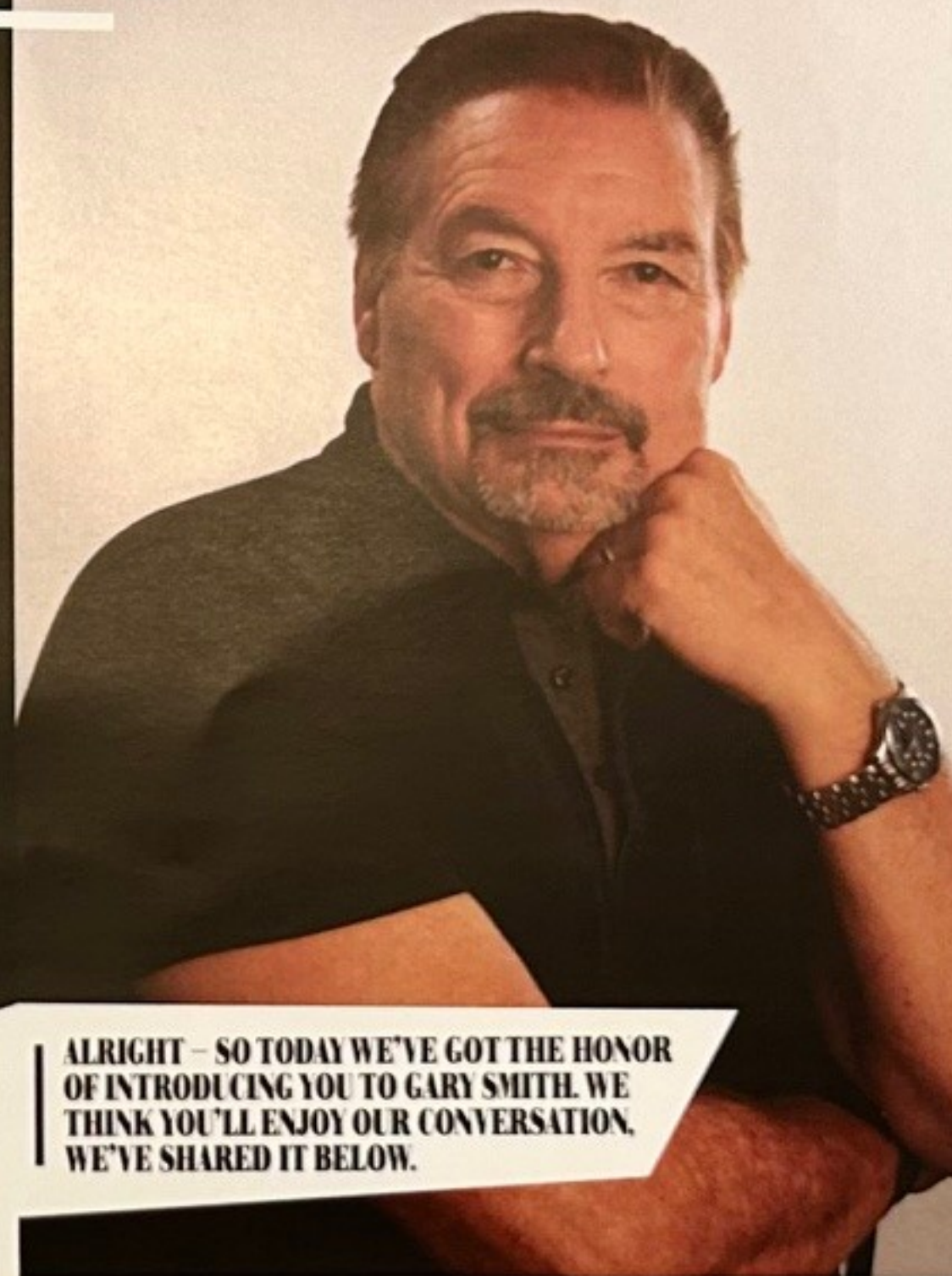


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# Meet Gary Smith



**GARY, LOOKING FORWARD TO LEARNING FROM YOUR JOURNEY. YOU'VE GOT AN AMAZING STORY AND BEFORE WE DIVE INTO THAT, LET'S START WITH AN IMPORTANT BUILDING BLOCK. WHERE DO YOU GET YOUR WORK ETHIC FROM?**

My work ethic was instilled in me at an early age. I grew up in a household where work was important. My dad was a cement finisher and rain played a factor on when he could work. Work was important. Being paid by the hour to miss work meant a short check. I saw him go to work sick with flu or injured many times. My dad would say he had an agreement with his contractor. The contractor agreed his paycheck would be good and my dad agreed to be there and give a full day's work.

**THANKS, SO BEFORE WE MOVE ON MAYBE YOU CAN SHARE A BIT MORE ABOUT YOURSELF?**

My name is Gary Smith. I am the author of eight books in the Warren Steelgrave series, a book of short stories, and several magazine articles. I grew up in Hayward,

**ALRIGHT - SO TODAY WE'VE GOT THE HONOR OF INTRODUCING YOU TO GARY SMITH. WE THINK YOU'LL ENJOY OUR CONVERSATION, WE'VE SHARED IT BELOW.**

California and spend half the year in Hayward and half the year in my home in a small village in Italy. In high school, I dropped all my college prep classes, deciding to go to work after graduation. The first significant decision of my life and the best. I started working as a common laborer a few years later as an apprentice electrician. After nine years, I started a small company that grew into a multimillion-dollar national electrical company. After retirement, I started writing.

It was a great life to prepare myself for writing. Shelby Foote said. You don't learn to write dialogue in a classroom. You learn working in the steel mills, construction, Paper plants, etc., and paying attention to how people

