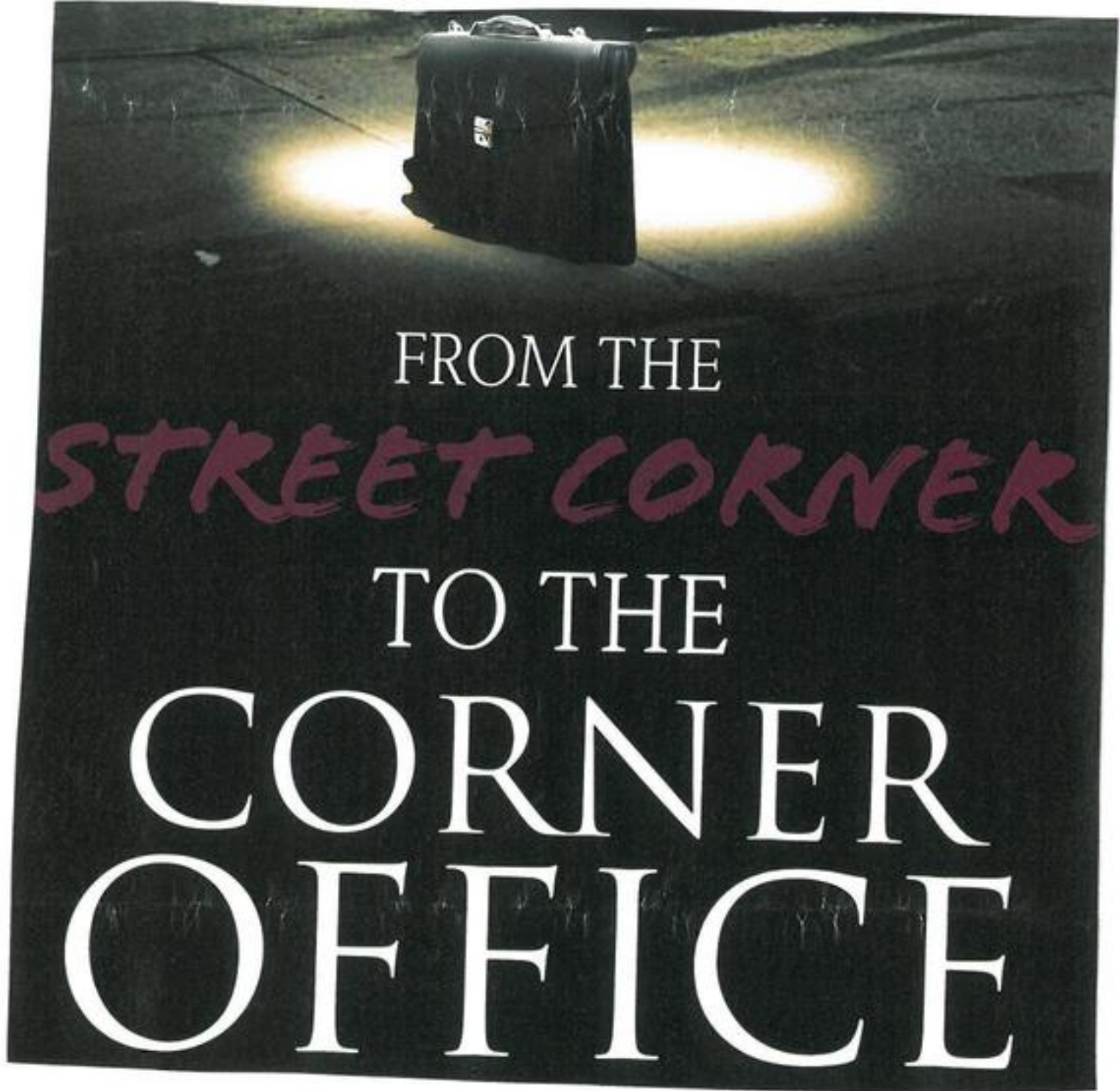




<http://betweenthebars.org/blogs/2042/>

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**STEP #1: SHUTTING DOWN SHOP**

This is probably the most difficult of all the steps. And expectedly so; I mean you've worked every single day for the last three years. But it's also the most important. This step insulates you from the possibility of legal woes, and it cuts down your accessibility from your loyal "patrons."

I assume that you've always practiced the FIFO (first in first out) method with your product inventory, so you'll probably have enough fresh product left over to supply a Rick James gala, but you have to get rid of it, ALL of it. One of the biggest obstacles in the way of any change is reservation you may have with leaving the game. Repeat after me... "Reservations within me lead to reservations with the D.O.C." It's corny, but it works. But seriously, shutting down shop, cutting ties, and liquidating product is the most important step in the process, because until you embrace this step, you'll never be able to fully commit to the others.

**STEP #2: GETTING USED TO MINUTE STEAK**

Going from the game to the workforce is like going from filet mignon to minute steak. One of the perks of the game is that it's an extremely liquid business, meaning that you always have cash on hand. But most positions in the workforce usually require you to wait one or two weeks between pay periods. One convenience though, is that you'll never have to chase your boss down three city blocks for your money, unless of course you choose to work for General Motors.

Success in the work world can be a slow grind, especially in the job search process. This is when you'll find out if you're really committed to your goal of achieving that corner office. The key here is patience. But just as you did things in the street to improve your effectiveness, like going to the gun range or

taking karate classes, you have options here also. Education is the star player in the game of work world success. Motivation, determination, and people skills will all be lost without some type of education. And don't confuse education with just college—though this is one of your more effective options. But you also have apprenticeships, technical/vocational schools, internet courses, and books. The key here is to find out what employers are looking for and act accordingly. While you move through this step of your transition, try to remember this quote from successful entrepreneur and author, Martin Grunder. He said that "Success is a marathon, not a sprint." Short and sweet.

**STEP #3: YOUR MANS AND THEM**

A skill that definitely can be carried over from your street ventures is networking. Hustlers in the game have an uncanny talent for meeting people who are beneficial for their enterprise. This includes manufactures, suppliers, transporters, customers, lawyers, and even law enforcement. That's right, don't act surprised. And this networking skill is also invaluable in the business world. But instead of a network of people who look like extras from a "Thriller" video, now you want to build relationships with people who hold professional positions, and who may be able to open doors for you, or at least point the doors out. Think of a good network person like a good connect. And you know how important a good connect is. But instead of a product, a good network person will supply you with information, relationships, references, and so on. The key to building good network relationships is to cultivate a mutual trust and respect between you and them, as well as showing them that just as they can help you, you may also be able to help them, which brings me to the final step in the process.

**STEP #4: CHECK YOUR GUNS AT THE DOOR**

That's right fellas, there's no need to be "strapped" in the business world. School teachers and postal workers please disregard that last statement (just kidding). In one of my favorite movies, Scarface, Al Pacino was a Cuban refugee with nothing, but he rose to the head of a multi-million dollar drug enterprise. How? He did it through intimidation, extreme violence, and aggression. Not to glorify them, but these qualities have become essential components for surviving in the game. Not in the business world though. You'll come to realize that all these things will get you is an escorted trip to the front door by security. And imagine how you'll feel being manhandled by two men who carry flashlights for protection. So, in order to save yourself the mental anguish, try to leave these qualities on the street where they belong.

In the real world, people respect qualities like hard work, fairness, honesty, and the like. And don't get me wrong, there's nothing wrong with a little healthy aggression in the work place. But it doesn't consist of slapping around a rival coworker or firebombing his car. It should be focused towards positive tasks like receiving a promotion, or closing an important deal. When top management begins to notice that you have superior skills, along with noble qualities, the corporate elevator will begin to rise in no time. It may move slowly at first, but by then patience will be your closest companion. So as long as you stay the course, it'll be no time before you get that office with a view, and if you're lucky, maybe even a hot secretary!



Gender: Male  
 Ethnicity/Nationality: African American  
 Birthday: Mar 09, 1982  
 Sexual Preference: Straight  
 Relationship Status: Single  
 Interested in: Women  
 Looking For: Friends/foes,  
 Religious Preference:  
 Looking for Dreamer  
 Highest Level of Education:  
 High School Diploma / Some College  
 Hometown: San Diego, CA  
**Common Interests**  
 Favorite Food:  
 Favorite TV Show:  
 Favorite Quote:  
 Favorite Music:  
 Favorite Movie:  
 Favorite Book:  
 Heroes:

**Social Connections**

Website Address: <http://betweenthebars.org/blogs/2042/marcus-t-rogers-jr>

**Incarceration Details**

Incarcerated Since: 2002  
 Inmate Release Date: 2015  
 Incarcerated For: Burglary, Possession of Firearms

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*send your comments to me directly a*  
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