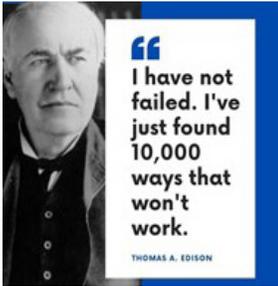


You Will Never Fail if You Never Give Up on Yourself



It is impossible to get through life without experiencing some level of disappointment or failure. Disappointment

comes in all sizes and shapes—losing a sporting match, not making a team, getting a poor grade or an idea that didn't work out.

An unsuccessful outcome doesn't mean you failed as long as you continue to try. Thomas Edison once said of his unsuccessful attempts to make a light bulb, "I have not failed. I've just found 10,000 ways that won't work."

Failure forces you to examine why something didn't work and what you need to do different for a better outcome. It's OK to feel sad, disappointed or depressed when things don't work out, but the key is not to take it "personally."

That's how these successful people moved on from difficult situations they faced early in their careers:

Walt Disney. His newspaper editor told Walt he "lacked imagination and had no good ideas."

Jerry Seinfeld. His first time on stage, on seeing the audience, he froze and was booed and jeered off the stage.

Elvis Presley. He was fired after his first performance at the Grand Ole Opry and told, "You ain't going nowhere, son. You ought to go back to drivin' a truck."

Oprah Winfrey. She was fired from her first TV job for getting "too emotionally invested in her stories."

Persistence, drive and determination made a difference in each of these lives. They learned from failure, made adjustments and never gave up on themselves.

Think of failure happening *for* you, not *to* you. Always remember, failure is temporary—and as long as you continue to try, you cannot fail.

SUCCESSFUL *entrepreneur*

Ty Warner

Ty Warner is one of the best toy salesmen ever. The company he founded, Ty Inc., is famous for Beanie Babies.

Ty was born in Chicago in 1944 and named after baseball star Ty Cobb. Ty's mother was a pianist, and his father was a salesman for Dakin, a toy company. Ty worked for Dakin as well—but only after an acting career in Hollywood didn't work out and he found himself working as a gas station attendant, grocery clerk and door-to-door camera salesman.

As a Dakin salesman, Ty achieved a level of notoriety by arriving at appointments in a white convertible Rolls-Royce and dressed in a fur coat and top hat. In Willy Wonka fashion, he also carried a cane.



At age 36, Ty left Dakin to stay with friends in Italy, where he became intrigued by small stuffed animals used as cat toys. Back in the U.S., he founded Ty Inc. with an idea to produce small, soft, poseable plush toys with undeniable charm that spoke to children.

In 1993, he launched the original nine Beanie Babies. Initially, sales were slow, but when Ty announced the first Beanie Baby retirements and a future limited product production schedule, a collecting frenzy ensued. That Beanie Baby craze lasted almost a decade. At its peak, Beanie Babies represented 10% of eBay's sales!

By now, Beanie Babies have been popular across several generations and, due to Ty's generosity, have benefited many charitable causes. His belief that "even perfection has room for improvement" has made him successful and put smiles on the faces of children worldwide.

THAT REMINDS ME OF A *Story...*

A tired business traveler, waiting for her flight, bought a book, cup of coffee and a packet of five chocolate-chip cookies. She sat next to a stranger in the crowded airport lounge, with a small table between them. The woman, while drinking her coffee, took a cookie from the packet. Then the stranger also took and ate a cookie! Stunned and flustered, the woman said nothing. She kept her eyes on her book as she took the third cookie. Then the stranger took the fourth cookie and, smiling, offered her the fifth! Now indignant, the woman scowled at the stranger and marched off to her boarding gate. Once seated, she opened her carry-on bag and found her unopened packet of cookies. Turns out, she was eating the stranger's cookies all along!



Moral of the story: **Things are not always what they appear.**

How to invest small amounts of money

Building wealth is similar to rolling a snowball down a mountain slope: the higher you are on the slope, the more time it has to grow. You'll never be higher on the slope than you are right now! Here's how to start:

First: Open a checking or savings account if you don't have one already.



Second, open an investment account. You can open an account directly with a mutual fund company by downloading an application from the company's website. Fill it out, sign it, attach a check and mail it to the fund company. Easy and simple. Or, you can open a brokerage account—which you can easily do

online—and use it to for many types of investments.

Third: Decide how much to get started with and create an automatic investment plan. Many accounts can be started with a minimum investment of just \$100. An automatic investment plan will automatically add snow to your rolling snowball as it moves down the slope. Imagine how much bigger your snowball could be if you constantly add to it as it rolls down the slope.

Lastly: Build a solid foundation with your first investment. Your first investment should be in a diversified portfolio that seeks to track market performance. It should be the "set and forget" foundation or core of your investment portfolio. No market timing. No panic selling. No withdrawals. Let this investment (snowball) roll down the slope unencumbered... hopefully, over the long-term, creating an avalanche of worth.

All you need is a few snowflakes to get started, so start now!

YOUNG *investors*

Count how many there are of each original Beanie Baby and email us the answer at info@monetta.com to be entered into a drawing to win a \$10 Target gift card! (Entries must be received by December 1, 2020).



LAUGH *studio*

What is a tree's favorite drink?

Root beer!

Where do cows go on Friday night?

To the MOOVIES!

What did the snowman say to the other snowman?

Do you smell carrots?



Why did the sun go to school?

It wanted to be brighter!

How do trees access the internet?

They log on!

KIDS: If you have a joke you'd like to share, please send it to info@monetta.com. If we use your joke, we'll send you a special prize!