

## Ruben Minor Podcast Transcript

Peter Margaritis: Hey, welcome back everybody.

Peter Margaritis: My guest today is a longtime friend. I remember, I still can't remember the year, I think it was 2013 when we...

Ruben Minor: Yes.

Peter Margaritis: And we met at an NSA Influence National Conference and we were in an improv breakout session. And you were sitting behind me and there's people were leaving, I heard you say, I'm from Columbus, Ohio. And I immediately turned around. We had a conversation and for many years, we've made sure to at least try to connect with each other once or twice, and recently we've seen a lot more of each other.

Ruben Minor: Yeah

Peter Margaritis: And my guest today is my good friend Ruben Minor. And now you're going to watch to podcasters try to be the interviewer or interviewee because we'll probably wrestle this for a while and go back and forth. This might be like, you know, an old heavyweight kind of fight with Ali and Frazier. "No I went to interview you, No you want to interview me" and but that's gonna be the fun of this podcast. First Ruben, thank you very much for taking time to be on my podcast.

Ruben Minor: Absolutely, Peter, my absolute pleasure. And I tell you it's a beautiful thing when you can connect with someone, such as yourself and you know when a relationship has substance because you never lose a connection. And even if you don't see each other every day, every month, every year even. When you do connect again, it's like you never missed a beat and that's what I believe, or the foundation to some really true and honest relationships.

Peter Margaritis: Exactly. And there was a time, though, I don't think we spoke for about a year and a half from yeah, you and I together. And it's like, you know, we've known each other forever. And I'm blessed to have met you, and then there's a little thing about Ruben that a lot of people don't know. And for those of you who are listening to this, go watch the video when I put it out on YouTube because he's got this curiosity look in his eye right now.

Peter Margaritis: Yeah, and I do know that you are a veteran and thank you for your service. And if I remember correctly, you were in the Navy.

Ruben Minor: That is correct.

Peter Margaritis: Now, the thing that a lot of people don't know. He's got a great voice. Don't you think? I think so. But he also sings the national anthem, and I know you've sung in an

number locations, but you did show me a video of you singing the national anthem at Great American Park. The Cincinnati Reds home stadium.

Ruben Minor: Yes. Yes. That was an amazing, amazing experience.

Peter Margaritis: So I don't know, maybe the audience can, you know, we can convince him or hamper him or haunt town or something. Maybe at the end of this podcast. He'll give us a little rendition of the Star Spangled Banner.

Ruben Minor: All right, Peter, I think I can do that.

Peter Margaritis: Okay, we'll save that for the big close.

Ruben Minor: Awesome, awesome, awesome. So funny.

Peter Margaritis: So, what are you up to these days. And just so everybody knows when we're recording this on April 7. You'll be listening to this, I believe the month, be a couple months later, this this year so clear when the middle of the COVID. Here in Ohio stay at home. What, what did you call it because we were talking about earlier.

Ruben Minor: Oh yeah, we've all been sent to our rooms for bad behavior.

Peter Margaritis: We have been. We have been sent to our rooms for bad behavior. Hopefully we will do the right thing and stay in our rooms...

Ruben Minor: Yes

Peter Margaritis: Until it is safe to go outside.

Ruben Minor: Absolutely.

Peter Margaritis: So what are you doing these days? What are you doing to keep yourself busy?

Ruben Minor: Well, you know, I never thought that when I grew up, that I would be a teacher. Because right now, that's exactly what I'm doing. I'm helping my kids get through their daily schoolwork. And I find myself having to be very diligent and staying on top of them that get so easily distracted being at home. But making them, holding them accountable to their schoolwork, along with the teachers. So it's really great partnership, so that consumes a whole lot of my day, these days.

Ruben Minor: But when I'm not, I have an opportunity to pour into my own business, which is Ram Consulting Group and my Ram Podcast Series that I recently launched. And so having conversations with professionals and friends that just carry a wealth of experience in so many different communities. It has been really a pleasure, getting all of this together and connecting

with other like-minded speakers and professionals, who really love to give information that inspires. That is my mantra, man. How can I inspire someone else? So that's what my day is consumed with. Reading a lot. I'm talking to different people. And, you know, building relationships to build business, and teaching my kids.

Peter Margaritis: It's interesting. Reuben, back in the fall, was downsized from an organization that he was with, and would you say I've haunted you about this, about you need to be in front of an audience speaking. You have a message, my friend. You need to let it out and let the world hear you.

Ruben Minor: Yes, yes, yes. You have been one of many that said, 'Ruben, you know, it's time for your voice to be heard, because you have something to say.' And we all have something to say. We all have a story to tell. And so this is the time, you know, oftentimes you think things happen in life for one reason. But really, it's an opportunity beyond the fear. I think sometimes I think Will Smith said it best that God created the greatest miracles, the greatest successes, the greatest experience to be behind the wall of fear. And once you climb over that wall, go through that wall or under the wall or around the wall, however you do it. Get on the other side of that wall, and you'll find true fulfillment, you find happiness, you'll find your purpose. You become more aware and I think you're going to figure out, oh, this is the reason why I was born. And I think it's a travesty. If you live your life and you don't know that.

Peter Margaritis: And you learned the reason why, your gift early on.

Ruben Minor: Yes.

Peter Margaritis: I remember correctly, your story. Can you share that? How did, what was that the 'aha moment' that went, 'You know, I have something to say. And I need to let the world, hear me.'

Ruben Minor: You know, the funny thing. That's a really good question. Generally, when you are doing what you're born to do and what you love doing you, before the 'aha moment' comes. You will look back on your life and notice that you are already doing some of those things, but you had not connected those breadcrumbs together to paint that picture, like, 'Ah, this is why I was born.' So I've always been one that inspires. I always, I'm the one that lights up the room. You know, when I come in, you know, I have a positive attitude. I love people. Non judgmental. Some a safe place to land where people speak to me. So that's always been a very big part of who I am.

Ruben Minor: But the pain behind all of that was the abandonment of my father. And when I was at his deathbed, given the opportunity, which I'm so grateful to release him. Not holding any unforgiveness in my heart, and loving him for who he was at that moment. I realized that that was a very liberating moment for me as an individual, which obviously helps me to be a better father to my own kids. And I did not realize, one day several years after he passed, how much how important legacy is, Peter.

Ruben Minor: And it's not so much , you know, what can I do to show myself to be someone of this great stature or status or how much money I have or who I know. It's not even about that, man. It's about how many people can I change? Can I inspire? How many people can I lend a hand to that will have a different life? That's what legacy is all about. What impact and imprint are you making on your community around you, just where you live. First started your own house, then go into your neighborhood and then wherever, where you work, where you go to church, where you serve. It doesn't matter.

Ruben Minor: And I had an epiphany that I didn't want my life to be like my father's was. I wanted to leave my children with something of substance. I'm not talking about perfection, either because I am far from a perfect individual. You know, the only one that I know who is perfect is Peter Margaritis. And we all want to be like him.

Peter Margaritis: Oh god, there's another \$20 I gotta send you.

Ruben Minor: Oh, but outside of that, just taking the life's journey, man. What it is, the mistakes, the pitfalls, the successes, and helping my kids and those around me understand that being really human is what it's all about. But how do you rise when you fall? How do you rise when a pitfall comes? Whether inflicted or self inflicted. Will tell the story of who you really are. And I want to make sure that at the end of my life, when I close my eyes for the last time, that they'll say that this man love this family. He loved his children, and he loved people. He gave the shirt off his back, his wisdom, his knowledge and his substance to the world. That's what I want people to remember me by.

Peter Margaritis: And they will, my friend, they will because you're doing all that and more. So you had the epiphany, and but you were still doing the grind, the corporate grind, there for a good numbers of years, and you had a great job. I met your boss, by the way, she thought you were doing a really good job.

Rubin Minor: Yes

Peter Margaritis: I'm doing okay. She supposed to come on my podcast soon so we can talk about 'How to manage Ruben Minor' what's gonna be the title of our podcast.

Ruben Minor: She's got a mouthful. I am sure.

Peter Margaritis: And now you have that ability to do it full time, even though right now, your message resonates even more so than ever before.

Ruben Minor: Mm hmm.

Peter Margaritis: How are we going to rise up because we've been knocked down?

Ruben Minor: We have we've been knocked down hard.

Peter Margaritis: Yeah, and you know I read a lot of stuff. A lot of people say, well, you know, we probably would never get back to the Pre-Coronavirus days. And that life that we used to have. And, but we haven't had time to grieve, but we're also been forced into an environment where my wife is upstairs working and my son's 19 and you know I got a house full of kids. I was I was Sunday morning, and Jim Gaffigan talks about living in his New York City apartment with his wife and his five children.

Ruben Minor: Five children.

Peter Margaritis: Five children that's material. But we've been thrust into this to this world that we're trying to navigate adapt to it. At some point we will come out of this. And we were talking about this, this past week, and the virtual improv class. We have to stay present. We have to stay in the moment.

Ruben Minor: Yes.

Peter Margaritis: And not get too far ahead of ourselves because when we do that, we, that's where the spiraling can begin.

Ruben Minor: Mm hmm. Absolutely. Absolutely. So I agree with you. I had a conversation a friend the other day about this very thing. About how do we take what we are today? How do we relish this moment? And when this moment is over, because we will be able to go outside again. I don't believe that we're going to be confined to our rooms forever. But when we are able to come out and play again. Will you be the same person, or will you be changed for the better? And I think that's a question only each individual can answer for themselves, because if I believe if you leave this experience wanting things to be the way it was. You're going to be sorely disappointed. I'm not saying it won't be, you know, a familiarity with going out and being social and going out to a restaurant, to a show or to a friend's house. Of course, that's going to be the same, but our mindset. What we think and how we think about life, how we think about our jobs, how do we think about those things that we held to such esteem. Right? Our status, our jobs, our 401Ks, all those things are the comforts that we work hard for and that's noble. That's what we're supposed to do, but it's all being shaken.

Ruben Minor: And so now, what is it, what is the substance? What is that thing that you hold on to? For some people, all those things are being challenged because it's being minimized and you being, it's being almost as some cases eliminated. So now what?

Peter Margaritis: Yeah.

Ruben Minor: And I think, I think, I believe it starts in your mind.

Peter Margaritis: Yes, it does start in your mind. I'm glad I changed this podcast title, a few years ago, to Change Your Mindset because that's what we really have to do. But the kink in all

of this is we went to the great recession, we kind of knew that was somewhat of a period of time, we would come out of this.

Ruben Minor: Mm hmm.

Peter Margaritis: But we don't know anything about the other side of this

Ruben Minor: No.

Peter Margaritis: I'll use this word, this is completely unprecedented that we have no data. We have no facts, we have no figures. We're taken us day by day.

Ruben Minor: Right.

Peter Margaritis: And we're dealing with. What's an invisible enemy that we have no immunity to.

Ruben Minor: Mm hmm.

Peter Margaritis: And then we have to wait until vaccines are developed, administer to the masses and even when we do get back to that point that we can go to the attendee at a sporting event.

Ruben Minor: Yeah.

Peter Margaritis: Will we be looking around, just be like, five more feet away from me or something.

Ruben Minor: Absolutely. Absolutely. I see that I absolutely see that. It's because that's the part that's not going to be the same. There's going to be a level of discomfort that will have being around one another again. And maybe in some cases, that's what it should be. It should be a level of discomfort, especially initially so we can be mindful of social distancing. And when we need to turn it on and when we need to turn it off. I think that's warranted.

Peter Margaritis: I think it is too. And I think it's going to take a lot of we have to regain trust.

Ruben Minor: Yes.

Peter Margaritis: Trust in the system. Trust in our fellow neighbor. Trust in everything again because, you know, right now. So, now in Ohio. They're not requiring, they are suggesting that when you leave the house you were a mask.

Ruben Minor: Yes.

Peter Margaritis: Could you imagine walking into a bank four years ago with a mask on?

Ruben Minor: Yeah, you'd be laughed at, and maybe asked to leave.

Peter Margaritis: As exactly but now. So, so what if you go to the grocery store and somebody comes in and you're wearing a mask and they're not. What mindset are you going to have?

Ruben Minor: Exercise caution. I would probably keep a healthy non-offensive distance. Just, just to be safe, you know, because, and let me tell you why I say that, Peter. I don't know if you know anyone that's close to you or by maybe one or two degrees of separation that has experienced COVID-19 or even died from it. But this is hitting my family. This is hitting my family hard. I have a cousin, several cousins and relatives that have tested positive, and have overcome and recovered. I have an uncle who is not looking good at all.

Peter Margaritis: I'm sorry.

Ruben Minor: And so, it hits home. Definitely. And lastly, a very, very dear friend of mine in Indianapolis. They found her son a week and a half ago. And the dad died this morning. Both from COVID-19 so I'm not talking about something that I'm removed from. I'm talking about something that's hit my heart. That's hit my home. That hit my family as well. So I think it, it just makes sense to exercise caution when the release comes.

Peter Margaritis: So this is going to be part of your story when we come out of this. This will be part of your Quilt. Your story that you have been weaving for so many years.

Ruben Minor: Yes.

Peter Margaritis: And it's and taking your message and adding this experience over this journey to it. It will resonate with everybody.

Ruben Minor: Yes, yes, absolutely. You know, one thing I think it does. And not just for me. I think you probably would agree with this as well. Because social distancing, there is a requirement for everybody. Everybody must cooperate and participate. No questions. I know we have some non-compliant people out there. But overall, by and large, it is the greatest team effort. Ever. And we don't know how to work like a team. We're learning it now. You can't leave your home. I sure hope that people like the people that they live in, which would be a very big problem.

Peter Margaritis: And yeah, that's the truth. Good thing my family, my wife and I get along. But we have a 19 year old son. And that's always questionable at times.

Ruben Minor: Kids are questionable sometimes because they are in their own world. You know, but it good. It is, man. I think it forces every family, everybody in the house that come together as a team. It's to make it work for all of us. And even in your own neighborhood and

community. We've got to do this together. There is nobody on an island. And if you are, you won't be very long because you'd be dead.

Peter Margaritis: Yeah, yeah, it's been like, I'm not gonna say game changer. But it's been a huge reset button.

Ruben Minor: Mm hmm.

Peter Margaritis: And I think early on and I was having a hard time adjusting to it. And, you know, in full transparency, I do have an issue with every morning when I wake up, my first thought is "Do I really want to get out of bed today?" I mean seriously, I go, I get your \_\_\_ out of bed.

Ruben Minor: Uh huh.

Peter Margaritis: Get up and get out and hopefully start warming up sooner. Get on the elliptical go do something you're not going to lay here in bed and pull the covers over your head.

Ruben Minor: Right, right, right, right.

Peter Margaritis: And it's a daily struggle for me.

Ruben Minor: It's a daily struggle. It is. And here's another one. So I'm gonna ask you,

Peter Margaritis: Ut oh.

Ruben Minor: So, there's a trap. When you are in situations like this that you can get so off task with your Netflix, Prime Video, all the streaming shows. You can get sucked into binge watching, and if you're not careful you can be right at home with all the time in the world and become just as unproductive as you were before we were confined to our own homes. And I have to be careful because I love entertainment. It's numbing is easy. I don't have to think a lot and it kind of drives the bus for me. And then some days have to say, you know what, there will be no bus driving today. We're going to be productive.

Peter Margaritis: I guess I am blessed this way. That's why the only show I ever 'quote, unquote' binge watch was... , what.. Kevin Spacey he was the president

Ruben Minor: Oh! House of Cards. Yes.

Peter Margaritis: Other than that I haven't, other than the cooking channel. I haven't really found anything that I really like over the Food Network that I binge watch. I'll watch an episode or my wife and I will watch like, you know what, Baby Boomers will watch regular TV.



Ruben Minor: Yeah.

Peter Margaritis: That's pretty much it, but I could see myself if I had built up that stamina to binge watch.

Ruben Minor: Oh my gosh.

Peter Margaritis: I didn't do Cheetos, popcorn on the couch and there's my day.

Ruben Minor: It's the biggest time sucker of life. There's some good shows out there from an educational perspective and certainly just pure entertainment. And it's some good stuff to suck you all the way in, like, wait a min. I can't do this again today. So for me. You're struggling with sometimes I don't want to get out of to bed. My struggle is I'm not going to watch this show today.

Peter Margaritis: What's your number one show

Ruben Minor: Oh my gosh, you would ask me that question, Peter. Okay, uh, Jack Ryan on Prime Video

Peter Margaritis: My wife likes Jack

Ruben Minor: Love Jack Ryan. I've watched All American at some Facebook is also on the CW. I like Shooter. On Netflix, The Crown. Oh my gosh. The Crown in good and not just for the melodrama but I love the English culture. I love the history of England, and so it is fascinating. And other documentaries, I show my kids too about, you know, babies and a study they've done understanding babies and their behavior. I mean, it's fascinating. So things like that can really take up a lot a time. While, good some educational, you just got to bring balance.

Peter Margaritis: As you're saying there's one show that I could, I could...because I think there's only one episode, but I can watch it multiple times and the title of it basically is the lifetime of Richard Pryor.

Ruben Minor: I saw that one. That was really good.

Peter Margaritis: Richard. Richard was one of my top comedians. When I was growing up, I used to do mud bone. I used to do. I love this characters. And I know he had this backstory too.

Ruben Minor: Yeah, yeah. Rough backstory.

Peter Margaritis: Yeah, real rough backstory. But to the point, it was his a story. We all have backstory.

Ruben Minor: Yes.

Peter Margaritis: We all have what got us to where we are now.

Rube Minor: Yes.

Peter Margaritis: And you know, there's the highs and the lows. You said your father abandoned you. And my dad day, I was adopted so they bought me. They lost the receipt, they could take me back, but that's okay.

Ruben Minor: You're a keeper.

Peter Margaritis: Yeah, well, my mom still looks for it every now and then. But mine is my father, and he did not accept mistakes. And growing up being punished for making mistakes really had a big piece, and I don't.. you know what I tell my son. You know, when he does something wrong. I don't get mad like my dad did. What did you learn from? What are you gonna do better about it? Because, yeah, part of our backstory is the mistakes that we make.

Ruben Minor: Yeah.

Peter Margaritis: And accepting those mistakes as mistakes and failures but that's what makes us better in the long run. It hurts in the short run.

Ruben Minor: Oh, yeah.

Ruben Minor: You know, I want to share a just a brief story. When I first, my last role at Nationwide, I was Director of Relationship Management with the Conference of Mayors in our retirement plans division. And so what's required to pass three securities exam test.

Peter Margaritis: Ooo!

Ruben Minor: Mm hmm. I am not the greatest test taker. Now I can teach the topic. I can teach the content, but don't ask me to take the test. So anyway, I'm studying for hours. I'm one who has a touch of ADD . So for me to sit at a desk for eight to ten hours to read and study, that alone, we need to call Guinness. Okay? But I realized that I needed to do this to, you know, to, to be successful in this role. And my kids were watching me study and dedicate all this time. And when I took the first exam, the Series Six. I failed it, and I was devastated. But I knew 50% of people who take the Series Six the first time nationally failed the exam. Okay, good. I'm with the crowd. We're going to work hard, we're going to study. We're going to do it again. And Peter, I took the exam again and I failed.

Peter Margaritis: Oh, wow.

Ruben Minor: My kids were watching, "Like daddy did you pass?" "Like, no." "What does that mean?" "That means Daddy's gonna have to take it again." And I finally passed. The next exam came did the same thing both times. On the third track, because you only get three, I passed.

Ruben Minor: Now here's a question. What if I would have quit? What if I would have took a different job? What if I would have given in and said, 'You know what, this is not for me and I'm going to move on to something else?' What lesson would I have taught my children?

Peter Margaritis: Right.

Ruben Minor: So it wasn't just about me, man. It wasn't just about me. It's about a lesson I was teaching my children. You do not give up. You fail, you get up and you do it again. You fail, you fall, you get up, you do it again. You fail a test, get up and do it again as many times as you need to and have to because quitting is not an option.

Peter Margaritis: Right. Like, absolutely. That's a great story. You hadn't shared that with me in the past, but that it is about what we're teaching our kids.

Ruben Minor: Mm hmm.

Peter Margaritis: And my wife. My son and my wife had a conversation the other day, and he said something like, why does Dad get up at five o'clock every morning, and go and does what he does, and he's downstairs in the basement is always on a zoom call, is doing this and doing that. And he's not going anywhere. He's still in the house. He hasn't left the house. Yeah, and she's my wife said, "Stephen, just because this happens, we still have a routine. We still have a routine that we need to do we still need to get up, we still need to go to work, we still need to do these things that we do."

Ruben Minor: Yes.

Peter Margaritis: And, she said. Since day one, that's what I've done. Because if he saw me laying around, his inclination would be not to get up do anything now. It's taken a few weeks for it to settle in and kick in.

Ruben Minor: Mm Hmm.

Peter Margaritis: But it has kicked in and he's now creating some type of routine, but was studying and he's found an interest and he's just and I see him building this little routine, but people follow what we do. Our kids look at us. They mirror what we do.

Ruben Minor: Yes they do.

Peter Margaritis: Especially if they are little mini-mes.

Ruben Minor: Oh yeah, oh yeah. And don't think that age and being young, that they don't see it, feel it. And internalize it because they do because let me tell you, man. I was absolutely crushed. How do I hold my head up being crushed in front of my kids? And you know what, I let them see that. I let them see me feeling pain because the greatest, I think, the biggest mistake I could make as a father is not being transparent with them about pain. And life will bring you a lot of it. But how do you handle it. And I think it was important for them to see the tears. See the disappointment on my face. But also see the triumph, when I get up and I pass.

Peter Margaritis: Yeah, yeah. They need to witness all of that. Yeah and you know You as a leader are being very vulnerable.

Ruben Minor: Mm hmm.

Peter Margaritis: And, I bet you lead the same way in your job at Nationwide and the other jobs that you had of being vulnerable approachable and not knowing all the answers.

Ruben Minor: Yes, yes. And that was one of the reasons why I was so successful. I mean, Natalie, can tell you when you speak to her. About my vulnerability, because I think that's one of the reasons why her and I were good partners. Is because we share some of the same passions. Being transparent enough, and it doesn't mean that you just put all your business on the street and everybody to see this, that there's always an intent behind it. You know, and, and I love to be intentional about it.

Rubin Minor: One of the things I learned from Person Analysis, which I'm a practitioner. It's an online personality assessment. Is that when you get your results and you share it with your team, you have to exercise as a practitioner some vulnerability and some transparency, because it is what gives those that are listening to you the permission to open up themselves. Because oftentimes it's not easy for people to open up and be transparent and to be vulnerable. But it's something that can be taught and encouraged. And that's something that I believe I carry with me. That makes me successful is because I'm not afraid for people to see my flaws, intentionally. And not afraid for them to see also my strengths, because I believe that's what makes a person special and unique is when you have all those upfront, up close and personal.

Peter Margaritis: Exactly, exactly. I think that's I interviewed Christopher Jones, who's the authentic leader and this was part of the conversation is being authentic of who you are. I mean, I keep talking about Mediterranean. I've never done me 53 or whatever. But I was raised an Mediterranean family. A Greek American family and there's a lot of passion and there's a lot of emotion. And at times I don't lie. I will share my emotion. I will, you know, in certain circumstances, people have actually seen me cry in public, but that's just who I am. And it's like, Oh, well he's real.

Ruben Minor: Yeah.

Peter Margaritis: He's just real and he's sharing it with us, which don't share with everybody. But you share with the people you trust.

Ruben Minor: Absolutely. Acutally... Hey, news flash everybody Peter is not a robot. He's a real guy with real emotions and I love that.

Peter Margaritis: I tell you what, I am a robot.

Ruben Minor: Don't you hate that when you online and people say you have to check this box. I'm not a robot.

Peter Margaritis: Yeah yeah

Ruben Minor: Yeah.

Peter Margaritis: Yeah, the robots are gonna have it figured out sooner or later.

Rube Minor: Absolutely.

Peter Margaritis: They're going to check the box. What else would you like to share today? We got we've got about 10 minutes.

Ruben Minor: Okay cool, 10 minutes. One of the things I will love to share Peter is one thing that I think that it's part of my journey that really transitioned me to who I am today. Because of the abandonment of my father because of all of that stuff of the past, it caused me to be very inferior or to others. I felt very incompetent. I did not have strong confidence in myself. Not a lot of personal worth and value, but man, something happened. When I turned 35. I don't know what it was, but something happened. When I turned 35, I no longer care about what people thought. I was one that always needed affirmation, always needed someone to say, you know, well, good job. I don't need that anymore. If I get that, it's great and I appreciate it.

Ruben Minor: But when you become comfortable in your own skin. When you become very comfortable in who you are and what you have to offer and your gifts, your talents and your abilities and the value that it brings, you become unstoppable. It doesn't matter what people say about you. And I'm speaking that because I know a lot of adults and professionals. We're not talking about refer as on the street. We're talking about people who have multiple degrees that have very healthy bank accounts. Well, I don't know, but now with the virus going on, the pandemic, but these are people who accomplished. Right? And they had the worst inferiority, security issues, because they're not comfortable in their own skin. And that's actually a dangerous place to be because when you are insecure, you go to fight, flight mode in a minute. And that's not always good in every session, especially in business.

Ruben Minor: People think we're two different people. When we come to work, I show up this one person. When I go home, I'm another person. While you may bring those two emotional

mask and wear them every day. In each respective place. The truth of the matter is, you are the same person and your innate competencies and characteristic traits. They show up at home and they show up at work, even though you're trying to hide it with the mask. And so when you're insecure. Peter, have you worked for an insecure boss before?

Peter Margaritis: Absolutely.

Ruben Minor: And that's not a bit uncomfortable place. Is it?

Peter Margaritis: Didn't work for them very long.

Ruben Minor: Oh my gosh, to capture the narrative and they run with it and it's a dangerous place to work with someone who is insecure. But when you are secure. It does help you navigate through that way you're not crippled, it might sting, it might hurt, but it doesn't cripple you. And so I guess I said all that to say, I encourage anybody that hears this if you are one of those individuals, and you are not comfortable in your abilities and your own skills and in your skin. I implore you to find a way to get to that place because not only will you find inner emotional, mental satisfaction, you're not going to be moved by what other people say and think about you. And people who are exceptionally talented and smart and intelligent and witty and innovative. They can come across intimidating to people who are not, and oftentimes you have people who are not that talented that you report up to that. That's a problem.

Ruben Minor: But let that problem be for that individual and not for you, because you're comfortable in who you are and your abilities. Easy said, but I'm telling you if you can hone in on that you would set your mind free and probably lower your blood pressure.

Peter Margaritis: So two things went through my mind as you're doing it. And I think the audience picked up on this. I think this is very passionate for you because you're coming across extremely passionate, which is great. I love it when the audience, you know. Man! Man!. They might not watch the video, but they can hear it in your voice and I love it when people do that can hear it in the voice.

Peter Margaritis: And the other one. It took me back to a point in time. Because growing up, I would always say this, my parents. Well, what would they think? What would they think, and I don't know how old I was. I wasn't 35. I was older than that. And I finally said, I don't care what people think. And my mother said something to me one day. And I said, "Mom, I don't care what they think!"

Ruben Minor: You go, buddy.

Peter Margaritis: You know, if they're worried about our business. They got way too much time on your hands. I need to keep their nose or in the Greek the 'Myti' in their house, and not worry about other people. But what I find, insecure people worry about other people because...

Ruben Minor: Yes.

Peter Margaritis: They went to seem superior and in fact, they're not and they quick to criticize easy to try to tear somebody down.

Ruben Minor: Yeah.

Peter Margaritis: They're better than and that's a complete sign of insecurity.

Ruben Minor: Yes, Absolutely, absolutely so

Peter Margaritis: Wow, man, that was great. Um, so as we wrap up.

Ruben Minor: I see it coming.

Peter Margaritis: Can we get a portion, especially in this day and age, can we get a portion, if not all of you singing because I've only heard your voice on that video, I've never really heard it live.

Ruben Minor: Gotcha. All right, we can do that. I start off maybe midway and go to the end because that has to punch. Right?

Peter Margaritis: Okay.

Ruben Minor: Oh, Peter.

Ruben Minor: (Awesome singing of part of the Star Spangled Banner)

Peter Margaritis: Man! I have goosebumps! Oh my god, that was awesome buddy! Thank you so very much.

Ruben Minor: My pleasure.

Peter Margaritis: And your family's probably have to own know dad's finally lost that he thinks he's in a baseball.

Ruben Minor: Maybe he's reliving the glory days right?

Peter Margaritis: Somebody go get Dad out of the basement quick.

Ruben Minor: Guys, that's funny.

Peter Margaritis: Well, Ruben I greatly appreciate you take your time, you know, I'm one of your biggest fans and I look forward to the day that we can meet face to face, have lunch, but in the meantime we'll stay in contact, and do me a favor. Stick with me on a Friday afternoon from three to four with this group.

Peter Margaritis: And I've created a virtual Improv workshop about six or seven people, and Ruben's one of them, and he's doing a great job. He's taking a lot from it that he doesn't realize he's taken getting from this and watching him in this workshop. It's just been it's been so much fun. To watch his growth and pick it up these different nuances of Improv, how we can use it in our daily life. So look forward to seeing you soon, buddy.

Ruben Minor: Thank you, Peter. Have a great day, man, I appreciate your time.