

# S4E25. Terri Lechton

## **SPEAKERS**

Terri Lechton, Peter Margaritis

### **Peter Margaritis**

Hey, welcome back, everybody. My guest today is Terri Lechton. And you heard her bio in the intro. But I had a question, she doesn't know that I'm going to ask her to get the thing started. So first, let me just welcome Terri, thank you for taking time out of your busy schedule. Busy, busy schedule to be on my podcast, Terri.

### **Terri Lechton**

Well, thank you so much for inviting me. It's my privilege to be here.

### **Peter Margaritis**

So, I'm going to do something that I normally don't do on my podcast, but after doing my research, I have to ask this question. Tell me something about yourself that would shock me.

### **Terri Lechton**

Well, I think the thing that shocks most people is I will say that I've done a half marathon in Antarctica. And people would look at me and say, "Wait, I thought you had asthma. You're a little overweight, aren't you a little too all? And when the heck did you start running?"

### **Peter Margaritis**

Hold on, hold on, hold on. Wait, wait wait. You ran a half marathon at the bottom of earth, basically.

### **Terri Lechton**

Yes. You got it. Ushuaia at the bottom where it says, end of the world in Spanish. And then, you get on a boat for three days across the roughest seas in the world. And it's not a cruise ship.

### **Peter Margaritis**

Oh, okay. So, what prompted you? I mean, I get a half marathon. I mean, why don't you just go to Cleveland or Chicago? Or Orlando? What made you say, "I'll just go to Antarctica." It's winter all the time there, I think?

### **Terri Lechton**

Yeah, you know. It. Okay. A lot of my life. I had this, this the old Southwest Airlines napkin, and I wanted to see all 50 states and I was checking them off. You know, every time I got on a plane, like, I'd be going, well, where could I think about my next? Maybe, could I get a trip there? And when I was getting toward the end, a friend of mine said, what's next? And I was a real smartass. And I said, "Yeah, seven continents," what the heck. And I went, "Whoa, wait a minute." You can't just go to

Antarctica. Like there are rules and stuff. No Holiday Inn you know, no, Marriott's, No rental cars. So, he said, "Well wait." He says, "I have a guy that I know that went there to do a half marathon, and he fell on glacier broke his hip, and he had to be airlifted, you should try it." Now, I thought the guy was nuts. He knew I had horrible asthma. I'm older. I'm overweight. I've never run a day in my life. And I'm going to do a half marathon in probably one of the toughest places to do it. But he said, "You could get seven continents that way." And you know, I went out, it's all start with a mile and a half, right? And I had this little mantra like, you know, I can get from here I can get to this continent, and this one and Antarctica. The more I thought about it, the more I thought, well, maybe this is possible.

**Peter Margaritis**

Right?

**Terri Lechton**

And I'll tell you. Most fantastic trip I ever went on.

**Peter Margaritis**

So, from the time that your friend mentioned this to about the guy breaking his hip, being airlifted out in Antarctica, and it gets into your head. Maybe I will try this. How many months did you have to train in order to, one, do the half marathon?

**Terri Lechton**

Yeah, I, you know, what I did was I started, first I had to do a 5k. I had to figure out how to put the tiny chip on my shoe. Get the thing on my front. You know, I mean, every little aspect. And I got past that, and then I got to finally work my way up within about six months to the half marathon in Columbus. Now, it's pretty flat. I mean, I'm at the back. I'm not saying my numbers are great, but I completed it.

**Peter Margaritis**

Right.

**Terri Lechton**

You know. And then I started thinking, well, I should do a few more. So, I thought, well, why not do one. Then my third one was in another cold place, Iceland. So, I go to Iceland to do one, and what's funny is the race officials at the end, you know, someone came over to me and said thank you for coming. We really like you Americans who are at the back of the pack. And you know, not doing as well as older because you'll give a good example to the rest of the people in our country. Because they thought it was like a 20 year, 25 year old deal. And it was when I figured out I could do that. And then I have my name out list. I was on a list for four years to get my spot because they only take... they're only allowed one trip in, 100 people. That's it. So people on waitlists for several years. So, I was doing a lot of other smaller races and half marathons. And then my chance came up. So, I had gotten engaged to my husband. This was a few years ago. I walked into his place the day before I left for Antarctica, and threw a cat in his lap, and said, "I hope you guys will bond well and gone." And then I left for about three weeks.

**Peter Margaritis**

Oh my gosh, I mean, risk taker is not the right words to use. On your, on your LinkedIn page it says adventurer. Have you always been that adventurous type of person?

**Terri Lechton**

You know, now that people would traditionally think about me being an adventurer, but I was always trying things. And my brother, who's a year and a half, you know, it was a year and a half younger than me, was a really crazy guy. I mean, he, he didn't even think like jump off the rock. He didn't think about maybe emergency room, so I was the maybe emergency room. And so, I kept him a little safer. And he prodded me on to try things. So, you know, I think starting young, and it's what I've done with my children, it's what I'm doing with my granddaughter right now. You know, you're 2 years old roller coaster. You know, start building it in early. That way... Here's a statistic. If you hit 10, and you haven't been at a roller coaster, it's likely you will never like amusement parks to the same degree as those who were on their very young.

**Peter Margaritis**

That's an interesting point, because my son didn't get on a roller coaster until maybe he is, maybe he was 10 at the time. And it was at Coney Island, and we had the front seat. I was not the good Dad at that point in his mind. As we were coming back in, I said, "Steven, you got to get that scared look off your face, dude. You got to get that because you're gonna freak people out. You can kill me later."

**Terri Lechton**

Yeah.

**Peter Margaritis**

And he's only been on a roller coaster, maybe two other, two other times?

**Terri Lechton**

Well, we do smaller. I mean, we're talking kitty coasters, just that, because you're really looking at if that fear factor is too big, and the stretch is too much, it's not going to be a good experience. We got to do it in increments. And that's what I did with the half marathon. And you know, it's funny, because some people have said to me, but you're at the back of the pack. A friend of mine just passed away at 83. He hit his head while running. He started running at 65. He was the one that gave me that dare. So, he was running for almost 20 years. He had done over 400 full marathons, and people all over the world knew him. But he was never fast. He was never an athlete when he was young. So, we put these artificial things, because people also appreciate people that try hard, and do what you need, you know, do the stuff and get it done.

**Peter Margaritis**

So, I would imagine, as you work with entrepreneurs, and do your teaching, you bring these stories in to demonstrate that risk is good?

**Terri Lechton**

I do!

**Peter Margaritis**

That idea that you're going to fail, but you got to get back up and keep moving. Tell me some how you apply this Antarctica story in the classroom or when you're when you're coaching with entrepreneurs.

**Terri Lechton**

Yeah, you know, and even about I've worked with people in business, but I try to think about is setting that that big goal that's out there. When I try to explain to them is I came from a poor part of Chicago, the factory was directly across the street from my house. And that was about as far as I was going to get. Maybe eight blocks either way. And I said, here's a person from eight blocks away, which is very similar to maybe many of my students. And if but if you can think and you can try, and I tell the story about Phil Cogan, the host of Amazing Race. I mean, I watched it all the time. And and I met him once. And he said that the average person to live their dream, it takes about five days in \$2-3,000. And almost anybody, whatever their dream is, I mean, Antarctica would be a little more expensive. But they're, you know, how many people want to go to Italy? That was my husband's dream. And he's like, someday. Someday is a horrible word. So, I talked to them about...we do an exercise that says write down your fear. I do this with the entrepreneurs. Write down all the things that can go wrong, and then all the ways you can prevent it from happening. And if it does happen, then how can you fix it? But then I have them think about what would your life be like if you never tried? And when they go through that scenario, it's amazing. They sit there thinking, 'Wait a minute, why not?' Because you'll get something out of it. And then I'll tell them other people fail, but you learn so much. You don't have to be a success on every attempt.

**Peter Margaritis**

Right.

**Terri Lechton**

That's why you have do overs.

**Peter Margaritis**

Do overs. It's, I mean...

**Terri Lechton**

I just did a do over Yeah.

**Peter Margaritis**

What would you do over?

**Terri Lechton**

Well, I have a shameful part of my past. When I was four years old, I had my first failure. My grandfather was cutting grass at a cemetery at 70 plus years old, and decided to use the money to take me to ballet school. Now, I never asked for it.

**Peter Margaritis**

Yeah.

**Terri Lechton**

But I was a ballet school dropout with a teacher screaming after my mother to never bring me back again in four weeks

**Peter Margaritis**

What?

**Terri Lechton**

So, I was kicked out in four weeks.

**Peter Margaritis**

Wow.

**Terri Lechton**

And it was not a bad kid. But in my adult life, I can remember the floor. I can remember my outfit. I can remember the bar. I can't remember any dancing. So, that might have been the problem. So, I signed up recently to take a class through Columbus State at the community college to take a ballet class. I just didn't realize it was at the professional, you know, Ballet Met, Ballet Academy, and that everyone in my class would be 18 to 20 years old. And I was very thankful because they said, Oh, you're old, you're like, 38-40. And I'm like, Yes, we'll go with that number. And I could do about 80% of what they did. I did some modifications, but it showed me that, you know, mindset and you can, and I was just so thrilled. I now have like a ballet subscription. I can, like, you know, get into classes, you know, remotely and do it. And it's sort of fun.

**Peter Margaritis**

With the tool. And I think about entrepreneurs, and you have to have a strong will and a strong stomach to deal with a lot of what entrepreneurs deal with day in and day out. And that I can see the bridge between Antarctica, the ballet, the things that you have done and bring it into the classroom. Make people realize we're all...we're our biggest limit. And I'm being very transparent here. There's one thing I've always wanted to do that I haven't done, and that skydive. And I imagine you've already skydived.

**Terri Lechton**

No. Well, I did indoor skydiving.

**Peter Margaritis**

Okay.

**Terri Lechton**

Because I really had this fear of skydiving. Although I did work construction where I was, you know, up on scaffolding like 10-15 stories up and doing that kind of stuff. But one of my former Girl Scouts skydives all the time. Her husband is one of these elite skydivers. And she invited me a year ago, he

said, "We're going to Egypt. Would you like to skydive over the pyramids with us?" I thought about it. So, if you want to be hooked up. get the name and you know, you could go you know, figure out one of the places these people go, and they get you with some skydivers.

**Peter Margaritis**

I've done a lot in my days. And I've done a lot of pushing myself, and I had this conversation with a colleague the other day. And she finally realized this, and goes, "I'm telling a certified skydive. You need to do it. Why do you want to do it?" I said, "Well, one, I've never done it. I've always wanted to do it. I need to get past that." And I said selfishly, two, "I want the video. I want the video of me hurling down, you know, to the ground of this airplane, probably screaming like a 13 year old boy. But how many people have never... wanted to skydive and never have.

**Terri Lechton**

Indoor. I did indoor skydiving because I wanted to try it. And I was able to go up in the tube and I did some air bit. You know, some stuff with the instructor. And I thought it was wonderful. It's wonderful for one time. I didn't, you know, I think we you know try stuff because not everything is going to be, you know, great. My biggest hesitation with skydiving is I wondered if I would have so much fear that I would pass out on the way down, and then wake up when I got to the bottom. I thought it was a lot of money to pay for sleep. So...

**Peter Margaritis**

You have a point!

**Terri Lechton**

So, I did the... now I've done I've done zip lining. I mean, I've done I took my seventy year old sister-in-law who has never done anything wild. She told me for her 70th birthday, she wanted to do a big obstacle course up near Cleveland. And I, you know, I get there. I'm like, okay, she's like, well, you'll get me through this, right? Like, okay,

**Peter Margaritis**

So, I got a challenge for you. Yeah? And it goes along the same lines with, okay, so the part that I may not have put in the intro is that you're also a member of the National Speakers Association.

**Terri Lechton**

Mhmm.

**Peter Margaritis**

And a number of... Lisa Ryan for one also comes to mind is up in Cleveland at the Improv. They have Stand Up classes, and then you take the classes and do it in front of a live audience. She said she did it once. Not going to do it again. But it was something she tried, but have you ever done Stand Up Comedy?

**Terri Lechton**

I have done both improv. My daughter forced me to do it, and then she started really egging me on. So, she she picks this day and I divide... I invite two people from Toastmasters. She said no problem. I'll get you on to stage two. So, there's like three of us. So okay, we're gonna get on stage. My flight got canceled from Hawaii on the way back and flying like all night. No sleep. And I'm rewriting my thing. And then I realized that it's a little better group than normal. And they put us... they put the good people on and then us. So I'm the first peep.... I'm the first person after the good people. And I thought, 'Oh, this is this is going to be bad.' So, I think I was purely on adrenaline. And I told a story about the horrible road to Hana. And, you know, some stories about that. It actually turned out pretty well. So, I've got... I've gone a few times. I mean, I use improv when I teaching then because I'm, you know, teaching or workshops or training. It's like you're you're constantly improving. You're working off of what other people are saying, acting things out.

**Peter Margaritis**

Absolutely. I mean that now you're just speaking my language because...And just for the audience, there's a difference between stand up comedy, and improv. Stand up comedy, there's a formula. There's, you know, the set up, punch line, tag. Boom. And it's all based off of, you know, the shorter the better. Shorter, the better. And 15 jokes within a five minute period. Improv, you're not working with a script.

**Terri Lechton**

Right.

**Peter Margaritis**

You're working with instincts. You're working with your knowledge, your life's journey. You're listening really hard to what people are saying. And then you're adding on to it. And actually, Kristen Wiig, from the SNL days, and Bridesmaids said, "Improv is not about being funny. It's about listening." That's the whole key is the big difference between the two. And I was doing stand up at one time, and took improv. After the second class, I fell in love. I've done some stand up in the past, but I still loved improv. Because I think it does more as a presenter than stand up does.

**Terri Lechton**

My daughter done quite a bit of improv, so I got to see her performing and then also stand up. So, I think she just wanted to goad with me a little bit like, 'Come on, Mom, get up here.'

**Peter Margaritis**

Come on, Mom. So, my next question is, with all these adventurous things that you have done, what haven't you done that's next on your list to do?

**Terri Lechton**

Well, my husband was very envious of the fact I got to play with the 10,000 penguins in Antarctica and all that stuff with that. So, I told him, what I really like to do is go to South Africa, because there's another huge group of penguins there. And he can see it. And I'd love to drive through South Africa that would make my seventh continent I would have hit the last one.

**Peter Margaritis**

Okay, wait, you played with the penguins in Antarctica?

**Terri Lechton**

Yeah.

**Peter Margaritis**

That was on your off day or something that you get to play with those.

**Terri Lechton**

We were over there about two weeks. So, you know, they take you you know, you get up the boat is a little weird. You know, that's not like the cruise, you're coming down a ladder, you're jumping into a zodiac. The waves are coming over your head as you go to land. And you think you're gonna land somewhere, well, it gets you close. And they throw you out, and you're in knee deep water and you trudge ashore. And every day, we were, you know, with a lot of wildlife. I mean, I got a race, I got attacked by a skua bird who, you know, coming in to rip the top of your head off. I mean, you just know about kind of. Then we saw the researchers interacted with them a little. And, I mean, it was truly I mean, it's the quietest place I've ever been. The more spiritual. And on our boat of 100 people, we have people from all over the world. And you know, people would flip you know, Americans don't know many languages. But all over the world, people know a lot of languages. So, you see people just slipping in and out of languages. And it was really sort of fun. To get to know people because we had no entertainment. You know, we had to get to know people. It was our entertainment.

**Peter Margaritis**

And you were literally off the grid for more than three weeks.

**Terri Lechton**

Yes, we had a satellite phone we could use that was iffy. From the boat, it's a research vessel to wherever.

**Peter Margaritis**

So, the thing was in South Africa, that's the continent. So, out of well, out of the six out of the seven continents, which has been your favorite.

**Terri Lechton**

You know, I'm always asked like, what's my favorite state and what I run into is, I love things about each one. I mean, my time on the Great Wall. We were in a very remote part of it. We were doing hiking. That was great. And then I think about the Outback of Australia. And, you know, we were in the cities but we we went, you know, we never typically don't go on a tour. Unless you know you have to. But even then I think I run away a lot. But in, in Australia, we were totally on our own. And my poor husband, you know, he said, he told he, we met through a matchmaker. He had hired a matchmaker. Just happened to know me. And he told her, he wanted someone that was active. And I think he thinks I've almost killed him. But he keeps up with me. So I mean, it's, it's he said, he travel more in the few



years, he's been with me than he has in his whole life. But for our wedding, he had the dream to go find the village of his grandfather. And so I took a Italian. We did research and went and found the village, and stayed in the village. And, you know, it was a really great experience for him.

**Peter Margaritis**

That's, that's cool. So, you do a lot of teaching. Actually, we've both taught had similar institutions like at Franklin, that UM, University of Maryland. It's now called the Global Campus.

**Terri Lechton**

Yeah.

**Peter Margaritis**

And these courses that you can you give me a sampling of some of the courses that you teach?

**Terri Lechton**

Yeah, at Columbus State. I've been teaching mostly business management, leadership, entrepreneurship. I teach a number of the entrepreneurship classes as need arises. And in Maryland, I taught strategy and moving into international locations in the MBA program. And now, I'm actually teaching a class I think I like even better, it's the first class because that's where students are trying to decide, is this really for me? The first class is a combination of learning, you know, how to set up a paper, how to think about things, how to build the toolkit of skills that are needed for the rest of the MBA program. But I have so many students coming in that have been out of school for a long time. They're juggling a lot of things. They're all over the world, because they have many military, even non-military. And it's just, it's very interesting. But I look at that as a place to make a difference in a different way. Because I went to school and work full-time through my entire education. And that's what many of my students are doing. And they're saying, "How do I juggle it with a child?"

**Peter Margaritis**

The first class? What do you mean the first class? Yeah.

**Terri Lechton**

I had mine at the table doing homework for my doctorate.

**Peter Margaritis**

I thought... That's interesting, that very first class in the MBA program, but what with your leadership, your entrepreneurship, I mean, I can imagine, yeah, they got to read stuff. But you must really wow them with a variety of stories that you have that can relate to, that brings that emotional content into your teaching, that the probably hanging on every word. You probably get some of the highest evaluations, and all these institutions that you teach.

**Terri Lechton**

Yeah. Yeah, it depends. But yes, I do pretty well. I try to use a lot of stories, because I think stories then convey ideas.

**Peter Margaritis**

Absolutely. And the more that we can storytell, as well as deliver the content, that high content, data, statistics and stuff theory, but tie that into a story, that retention level increases dramatically in the students.

**Terri Lechton**

Yeah. And you know, if I'm working one on one with them a lot of times, I'll kid them. I'll tell them something about didn't work with me. And that really helps to build the relationship. And it's funny, because they'll, they'll know that my background is business. But then at some point, they'll say, but I'm just an engineer. And I go, oh, but so am I. Your nerd. I competed in math and yeah, grammar school, high school. I was a mathlete.

**Peter Margaritis**

You don't fit the nerd profile. I don't know what that profile is. But this, I think I'm an accountant and I live in the land of accounting. That as much as it used to be, but yeah, the risk avoidant.

**Terri Lechton**

Oh yeah! There's a whole stereotype of an accountant just as there is with an engineer,

**Peter Margaritis**

Right as well as well as an architect as well as you know, these these high content, very technical. And that taking on risk is something that most in general do that ever want to do. I think it brings light to the fact that, yeah, I'm like you. But I'm looking at the world through a different lens. And as a student/entrepreneur/leader, you have to be you have to have these different lenses in order to motivate inspire.

**Terri Lechton**

Yeah.

**Peter Margaritis**

Especially with your clients, your people that work with you to get to that next level.

**Terri Lechton**

What I found during my career was when I tried to follow the rules too much, it I think I was mediocre. You know, I was I was a good enough engineer. But when I decided I wanted to break the rules, then that was where everything changed. Because at that point, I could say, why are we doing things the way we're doing? Let me show you this, this, this and this. And then very shortly in my career, I became a person that was brought into an area to to create change and massive change. And then I was in my element, because I could talk the tech and I could do this other creative stuff.

**Peter Margaritis**

Absolutely. And that's, I love it when I'm in front of my technical is primarily CPAs, finance, accounting folks. And I speak the language. I know how they've lived. I know, but I come from a completely

different perspective. And they come up to me, you really were a CPA, you still have your license? Yes, I do. You're not like us. And thank you.

**Terri Lechton**

And that's what I see in you that's so that's so great. Because it's, I think there's that similarity. You know, people that do that there are people out there, and that's really neat.

**Peter Margaritis**

Yeah. I don't know, putting me... when I first started in accounting...square peg in a round hole because I didn't come out of that background. I came from Greek American Wanted to be in a restaurant. Very gregarious. And but I, I tried to I tried to put myself be like everybody else in the white shirt, the blue sport coat, weekends, come in khakis. And, and I just, I was, I was trying to follow the rules, and I was not even mediocre. It just wasn't me. As you just said.

**Terri Lechton**

That's funny the clothing because that's what I remember. And you're supposed to wear this dress clothing a suit. And for women, it was a skirt at the time. And I figured I couldn't keep up with any of the men. So, I went to pants and a slack because you know, because I was out in sometimes plant. And then I put started wearing a red jackets, and bright green. Yeah, a little rebellious.

**Peter Margaritis**

I showed up in a black suit when they somebody asked me, are you going to a funeral? Oh, no, no. Are you wearing a black suit? Are you supposed to be in a blue suit with a white shirt? I said, 'It's been in fashion.' And I was like, yeah, but I learned that I like being different. And one of those students and entrepreneurs, it's good to be different.

**Terri Lechton**

You have to train people to be different. This morning I also teach for Goldman Sachs. That's where I do some of the leadership and visioning. And I was watching the group down in Cincinnati, who we're looking at, we've been working with them for months to either our expansion plans on their business. And, you know, really articulating and looking at how they're going to lead it and change it, even though most of the time they've been operating COVID right now. And it's been really, it's interesting, because when I worked with them on the visioning was always like, push it more, push it more. You know, think bigger, because often they were just looking at one little step ahead. And I could see it in their final plans. It was really, really nice to see the kinds of ideas that they ended up with after weeks and weeks of working together with a variety of instructors.

**Peter Margaritis**

I think that in that environment, in that how willing is the organization to accept taking large bold steps, and coming up with those big bold ideas or is a culture so much that I'm afraid to take the bold steps because they can be punitive at times.

**Terri Lechton**

And you know, one of the one of the things is that you also have to gear yourself for being able to be that creative. So, I found that I would always be recommending to people to do a workshop, read some things outside your area because it's amazing how many people get their most creative ideas from something else. That's not that.

**Peter Margaritis**

Absolutely. You see that guitar over there?

**Terri Lechton**

I do.

**Peter Margaritis**

I can't play it. I've never been able to however I there are times that I get stuck in my creative process. I read somewhere, play a guitar even if you can't play it. I just start strumming it. Just start strumming it. The sounds of stuff, trigger something in my brain. Oh, thank you and I put it back.

**Terri Lechton**

That's a neat trick. I like that.

**Peter Margaritis**

Yeah, it works or the other thing was listened to music and see if you can identify all the instruments that are being used. That helps in that creativity process.

**Terri Lechton**

You know, I do something different because I studied a lot of music as a kid. I competed in music. I made money with music. I was a little entrepreneur back then playing weddings and things. But I would probably be the nerd sitting there making sure I caught all the instruments. I love to watch artistic pictures, because I can't paint. I've tried it. There is no way that I think I'll ever get anything out. But I like to look at the creative color stuff, because that is something I can't do as well.

**Peter Margaritis**

It's but it's a you're attempting it. But you're also working that you know, those that are highly tactical, in delivering that left hemisphere of the brain. The logical, can't get off that straight line. The more that you play in the right side, which is the bigger picture. You are helping those creative juices. And I don't know if I can still do this now, but somebody told me take your left hand and put a thumbs up and the right point at it then go...Switch it. Switch it. Switch it.

**Terri Lechton**

I haven't traveled there.

**Peter Margaritis**

And so, I was having trouble. It took me a while until I could finally do it. And I haven't done that in a couple months. But with that, that that little exercise will help get both hemispheres fired up. Especially

the right, especially the right hemisphere. But be careful you can poke an eye out. Good thing you've got glasses on.

**Terri Lechton**

I'll keep the glasses on. That'll protect me.

**Peter Margaritis**

So as we begin to wrap up, Antarctica, penguins half marathon, skydive, stand up. Hit me with another one of your daring feats.

**Terri Lechton**

Oh my gosh. Oh, daring. A daring feat. Well, I'll tell you right now people have thought that I have been very daring because during COVID, they keep asking me, what are you doing during COVID? And I haven't, you know, and this is something I have talked to people about is like anybody can stretch themselves in any way. And I decided that since I still have that seventh continent, I wanted to feel like I visited it this year. So I decided Morocco. I was going to spend two weeks in Morocco. Every day, I found YouTube videos where I could be walking through all these areas of Morocco. Riding camels, then I had to take my granddaughter to see the camels at the zoo, but she didn't want to ride them. But she said next time. So, again starting early. We were making Moroccan food. We had Moroccan music. I had Moroccan and learning about the country and just doing all these things. And, you know, that's where I sometimes feel like people think you have to do that huge thing. I tell you that was very satisfying. And there's there is a statistic that goes with it. And I think about my my trip to Australia, which was great. But it's great in memory, there was a lot of things that didn't go well like blowing up a car. But you know, things happen. They say that when you take a trip you when you're in the midst of the trip, it's like a six out of 10. Because you really have all the good stuff and the bad stuff. When you remember it, it's a 10 out of 10. And the great part about it is anything you experienced, you can evoke that back and feel it again. But if you plan the trip and never go, you get an eight out of 10.

**Peter Margaritis**

Okay, hold... say that again. it's so...

**Terri Lechton**

Yeah, you go and you plan the trip, and you look at all the places and you watch videos, and you do the whole itinerary, and you go and get some food, and then you don't go at all.

**Peter Margaritis**

Yeah.

**Terri Lechton**

You get an eight out of ten as far as satisfaction and happiness.

**Peter Margaritis**

I wish we had this conversation over a year ago because my wife and I were supposed to go to Australia in November. November of last year. We didn't go but wasn't surprised to plan it out. But if I if

I didn't know now what I know then, you know, I mean, yeah, we would've spend more time planning it, and this is what we're going to go. This is what we're going to be doing, and and see if...eight out of 10. That's interesting.

**Terri Lechton**

You know, so I mean, we so we planned the trip, but then we went and did this stuff. And you know, the stuff is always a mix. It's like you're going up this incline and it's very hot. Yeah, and you're just about passing out but yes, it's beautiful. But you know, there's that's that, that extra two points, I guess that you can get.

**Peter Margaritis**

We went to Italy, and we went to Capri. And I still remember taking this, we walked to the center, so it was like a mile up. And then we took it to the top, we took this bus. And it was a beautiful day, and at one point, we didn't see any guard rails. Everybody in the bus went, "Uuuuhh!" We thought we were going over the edge. I can still feel that. And it's been 12 years.

**Terri Lechton**

Yeah, that's the part you're not supposed to think about.

**Peter Margaritis**

I, yeah, but everybody just kind of kind of freeze up. And we I mean...

**Terri Lechton**

Yeah, that is that sounds pretty hairy. Yeah.

**Peter Margaritis**

Yeah. But then we get to the top, we were looking for a place to have a cocktail to kind of calm my nerves. But I would have never thought that, oh, there's a lot of places I want to go. I should try that.

**Terri Lechton**

I put walking through the streets of Paris. I've been there a lifetime ago. I walked through, I put out a video walking through the streets put it on, when I'm on the treadmill, and it brings back a lot of the memories. And I learned about new places that are there. Sort of fun. Not as good, but you know.

**Peter Margaritis**

On a similar note, because it's that whole visualization that that you're going through. And I remember, some years ago, I had to write and deliver a brand new keynote address. And I have never seen a facility but basically what they describe, I can bring you up to large screens podium, blah, blah, blah. And in preparation for that I visualized me delivering this keynote. And I visualized myself fall off the stage, walk over, hitting the podium, doing all the things that I was mispronouncing words, but I wasn't like a two week process with just visually being there in that. And when I got there, I was like, I have I mean, I did have nerves, but nothing to any degree. And I wasn't using PowerPoint, or anything like that. So, this was like an hour off where we have from somewhat of memory. And it doesn't do as much

as possible is if I can get an idea where I'm going to be and live in that for a while. So when I do get there it's kind of what you are saying, then I'm much more comfortable.

**Terri Lechton**

I've done that with big speeches to where I really have to almost sit and visualize because I ,you know, I'm just how is this going to work? You know, and walk through it. I tend to be trying to get the positive because my brains already doing all that negative, like I'm gonna fall. Yeah.

**Peter Margaritis**

Right. And I, I put that in there just for me to know that that's not going to happen. And if it does, I won't be too shocked about it. If I do, I'm no podiums. I'm not somebody who stand behind a podium and speak. So, I'm always walking, but I do have a good idea, but I can see myself falling off the back or something at some point. I'm not paying as close attention as I should, or fall off the front.

**Terri Lechton**

Yeah, you know, it's, the good thing is though, you have a comedy background, I'm sure you can come up with a good line to fit that in to whatever is happening. Right.

**Peter Margaritis**

Right. Yeah, something would pop into my head. And I'm drawing a blank right now what I could say, but yeah, something would pop into my head. And hopefully I'd make the audience laugh.

**Terri Lechton**

We all stumble with our numbers. Right?

**Peter Margaritis**

Right. Yeah. Yeah, I would. I just fell off the stage, because that's the way I view numbers. I just stumbled all the time. Yeah, something like that. Well, Terri, thank you so very much. We've just gotten to know each other over the last year or so. And it blew me away. I mean, you're an inspiration for anybody who is risk adverse is what taking risks in your life in your business? Yes, there are some failures. But there are there's more to gain than to be lost.

**Terri Lechton**

There is an and doing it small increments sometimes, just to think of where that where you want to end up, whether it's personal or business. And I've so much enjoyed working with you, Peter. I'm looking forward as I'm in NSA longer to tap your brain for more tips and ideas, because I'm just starting out and trying to put all my things together.

**Peter Margaritis**

Well, you don't have to find me anytime I can help you please do not hesitate to contact me at all.

**Terri Lechton**

Okay, thank you.

**Peter Margaritis**

Thank you. I want to thank Terri for her time, to dare us all to seize each day and try something that is outside of our comfort zone. Because that is where your dreams come to reality. I will conclude with an improv quote that is fitting for this interview. "There are people who prefer to say yes, and there are people who prefer to say no. Those who say yes are rewarded by the adventure they have, and those who say no, they're rewarded by the safety attain."