

HAMMERING OUT A LIVING



KARL D. HUGHES

An Actionable Success Journal



From me to you. Let's talk about you.

You deserve all the best that life has to offer, and you have the ability to achieve it. As we all "Hammer Out a Living," I'd like to keep sharing tips and hear yours too.

Send me an email at karl@karldhughes.com to join the list and be part of the crew working on a successful life.

Hammering Out a Living (Book Excerpt)

A Carpenter's Guide for a Successful Life

Karl D. Hughes



An Actionable Success Journal

E-mail: info@thinkaha.com
20660 Stevens Creek Blvd., Suite 210
Cupertino, CA 95014

Copyright © 2019, Karl D. Hughes

All rights reserved. No part of this book shall be reproduced, stored in a retrieval system, or transmitted by any means other than through the AHAtat platform or with the same attribution shown in AHAtat without written permission from the publisher.

⇒ Please go to

<http://aha.pub/ACarpentersGuide> to read this AHAbok and to share the individual AHAmessages that resonate with you.

Published by THiNKaha®

20660 Stevens Creek Blvd., Suite 210, Cupertino, CA 95014

<http://thinkaha.com>

E-mail: info@thinkaha.com

First Printing: June 2019

Hardcover ISBN: 978-1-61699-329-0 1-61699-329-4

Paperback ISBN: 978-1-61699-328-3 1-61699-328-6

eBook ISBN: 978-1-61699-330-6 1-61699-330-8

Place of Publication: Silicon Valley, California, USA

Paperback Library of Congress Number: 2019905303

Trademarks

All terms mentioned in this book that are known to be trademarks or service marks have been appropriately capitalized. Neither THiNKaha, nor any of its imprints, can attest to the accuracy of this information. Use of a term in this book should not be regarded as affecting the validity of any trademark or service mark.

Warning and Disclaimer

Every effort has been made to make this book as complete and as accurate as possible. The information provided is on an “as is” basis. The author(s), publisher, and their agents assume no responsibility for errors or omissions. Nor do they assume liability or responsibility to any person or entity with respect to any loss or damages arising from the use of information contained herein.

Acknowledgements

This is my first book. I know there will be more. I have to give credit where credit is due. No one can do it all, and it is usually true that many people are involved when something good occurs. There are always people who have helped out along the way, and I would like to acknowledge those who have helped me in this project.

First of all, I want to acknowledge the encouragement and guidance from the members of the New York City chapter of the National Speakers Association (nsanyc.org).

I am very grateful for the help from the team at AHAtat: Mitchell Levy, Jenilee Maniti, Hayley Cruz, and Nikka Ann Alejandro. They have been great in putting this all together.

I would simply not have been able to do this at all without the great advice and input from Noreen, Brendan, Derek, and Sue. Above all else, I am indebted forever to the most patient person I know. Without her, the book never happens: my wife, Pat Springsteen Hughes.

Thank you, Pat, I know I couldn't have done this without you.

Dedication

I have often wondered that if I ever wrote a book, to whom would I dedicate it.

A book of this nature is really a written version of a path that we, as tradesmen and tradeswomen, travel. So, the thought occurred to me to dedicate the book to those in the past who have taught us—those who learned and then passed on our trades and our traditions. They have given us the wisdom to earn a living with our hands, and they deserve our praise and our gratitude.

I would like to dedicate this book to all those who have worked with tools to provide for others. Their dedication and determination have served both those who hired them for their skills and the families and loved ones who benefited from their efforts. However, they should not remain anonymous. They are real people.

There is one in particular who provided me with a shining example of what it means to be a tradesman. He was someone who exemplified tenacity, determination, dedication, and love. His skills were excellent, and his approach to his work was with great purpose. It was often said of him that he got a lot of work done in a day.

I was blessed that he was the first carpenter that I worked with and the one who passed on to me all that it means to be a tradesman. For his own personal success, he had a plan, and in spite of starting out without a lot of education or money, he was able to become very successful! He managed to live that famous “American Dream” that is so often talked about.

That man was my dad, Hugh L. Hughes.

He was a carpenter, devoted husband, loving father, grandfather, and great-grandfather. He was a true friend and a man who lived with honor and dignity. His level of integrity and fairness was at the pinnacle of what military academies strive for.

He never gave up. Regardless of the struggles and challenges, he used all that he had to provide for those he loved. He loved his family unconditionally, worked tirelessly, and lived a life of integrity.

Much of what I share in this book can be attributed to the values that he lived by and the example he set. It is my sincere hope that others will appreciate his effort in life.

This book is dedicated to: Hugh L. Hughes, a man I am proud to say was my dad.

How to Read a THiNKaha® Book

A Note from the Publisher

The AHAtat/THiNKaha series is the CliffsNotes of the 21st century. These books are contextual in nature. Although the actual words won't change, their meaning will every time you read one as your context will change. Be ready, you will experience your own AHA moments as you read the AHA messages™ in this book. They are designed to be stand-alone actionable messages that will help you think about a project you're working on, an event, a sales deal, a personal issue, etc. differently. As you read this book, please think about the following:

1. It should only take 15–20 minutes to read this book the first time out. When you're reading, write in the underlined area one to three action items that resonate with you.
2. Mark your calendar to re-read this book again in 30 days.
3. Repeat step #1 and mark one to three more AHA messages that resonate. They will most likely be different than the first time. BTW: this is also a great time to reflect on the AHA messages that resonated with you during your last reading.

After reading a THiNKaha book, marking your AHA messages, re-reading it, and marking more AHA messages, you'll begin to see how these books contextually apply to you. AHAtat/THiNKaha books advocate for continuous, lifelong learning. They will help you transform your AHAs into actionable items with tangible results until you no longer have to say AHA to these moments—they'll become part of your daily practice as you continue to grow and learn.

Mitchell Levy, The AHA Guy at AHAtat
publisher@thinkaha.com



BOOK EXCERPT Table of Contents

Introduction

Section I. Choosing Your Path

About the Author

Contents

This is the Table of Contents (TOC) from the book for your reference.

Foreword	10
Introduction	11
Section I Choosing Your Path	13
Section II Good Morning!	23
Section III The Importance of Values	33
Section IV Striving to Be Better	49
Section V Reputation Matters	71
Section VI Do the Math	89
Section VII Planning for Success	103
Appendix	111
Afterword	116
About the Author	117

Foreword

March! Really, forward is such a great word. It is a word of action, and sometimes it is used as a command.

This book is meant for you, the working person, who spends a lot of time at their trade, who doesn't have a lot of time to read, but who wants to grow and succeed. We are not scholars—if we were, we'd have pursued that type of career. But we are “hands on” learners who want and need to hear the lessons of how to succeed at what we do.

This book has been intentionally set into a very simple format for a good reason. I don't want you to have to read pages and pages to understand these messages. Yes, I want you to go ahead and read the book, but I also want you to take action. I want you to think about the statements and ideas that are presented and then put as many of them to work for you as possible.

Read the book. Heed the call to action, and do all you can for yourself to build the life that you want to live.

Move forward. Forward at your own pace, with your own ideas and your own talent and determination. But always move forward—forward toward all that you hope for.

Introduction

I want you to live a better life.

I wrote this book specifically for my fellow carpenters, but also those in other blue-collar trades can greatly benefit from it. Just to keep things simple, if you are working in another trade, then simply insert your trade wherever it says carpenters, and it will pretty much have the same meaning.

In my forty-plus years in the construction industry, I have learned so many things that would have come in handy in my earlier years. I want to impart to you some of my experiences and the lessons I've learned, as well as tips and tricks on how you can live a better life.

In this book, you'll learn the importance of goal-setting, planning, and improving your skills and reputation as a tradesman or tradeswoman. You'll also learn how valuable money is and how you should carefully manage the money you earn today. All these things can help you lead a happy and successful life.

I have really great appendices in this book that tackle affirmations, important things not taught in school, qualities to build your reputation on, and short, quick tips from myself. If you have any tips or tricks that aren't in the book, please feel free to reach out to me so I can include them in future versions.

I want to help everyone, including those who are just starting and those who are already mid-way in their journey. May this book serve as a light to guide you on your path toward a successful life.

Karl D. Hughes



Every accomplishment starts with the decision to #TakeAction. Do you want to stay where you are now, or do you want to have a #SuccessfulLife?

Karl D. Hughes

<http://aha.pub/ACarpentersGuide>

Share the AHA messages from this book socially by going to
<http://aha.pub/ACarpentersGuide>.

Section I

Choosing Your Path

We often think about our future and the kind of life we would like to have. However, there are people who will impress upon us their own idea of success, like: "You need to go to school to get a decent job," or, "You need to be a doctor or a lawyer to be really successful."

Choosing our own path is challenging, especially if it's not what our family and friends expect from us. Always remember that our life is our own, and we're free to do what we want to do. We may face challenges but we can overcome them. What's important is that we're happy with the path we choose. The next thing to do is to take a step, and slowly but surely, that path will lead us to success.

One other thought : if you decide that you do not like this path, then remember that you are free to leave this path and choose another!

Watch this video:

<http://aha.pub/ACarpentersGuideS1>

1

The journey to a #SuccessfulLife starts with choosing a path. Follow your own path, not one chosen for you, and you're sure to have an awesome journey!

2

Let go of other people's dreams and goals. You will have a #SuccessfulLife if you focus on your own goals and what you define as success.

3

Don't feel bad for choosing a path that differs from other people's. You're responsible for your own happiness, not theirs. #SuccessfulLife

4

Whatever you decide to do in your life and no matter what path you choose to follow, be sure it makes you happy. #SuccessfulLife

5

There are many great careers, including the trades.
Choose a profession that you like and always do your
best to make it work for you. #SuccessfulLife

6

No matter your path to success, you begin with a single step. Take action now! #SuccessfulLife

7

Every accomplishment starts with the decision to #TakeAction. Do you want to stay where you are now, or do you want to have a #SuccessfulLife?

8

The path you choose is yours and yours alone. Others may walk it with you, but no one can walk it for you.

#TakeAction #SuccessfulLife

9

Why wait for miracles to happen? Start working on yours today! #TakeAction #SuccessfulLife

10

You may not need a college degree, but you do need
an education. #SuccessfulLife

11

Your life doesn't begin in the future, it's already started.
Choose your path now and live the life you want.
#SuccessfulLife

12

When you are ready to set your goals and start working on them, things will reveal themselves to you that you didn't see before. #SuccessfulLife

13

You have time to make things work and make things happen. You need to use it. #SuccessfulLife

14

You need to grow into a better person to be successful.
Learn skills outside of your occupation, such as goal-
setting and personal finance. #SuccessfulLife

15

If you take a job that's been offered, even if not ideal, it
can bring you to a better situation than where
you'd be without it. #SuccessfulLife

Appendix

Affirmations: Some examples of good affirmations, a great way to start your day.

- I am a good person.
- I do my best every day.
- I care for my family wisely.
- Each day brings new wonderful challenges.
- I have a good life.
- Each day brings me closer to my goals.
- I'm good at what I do.
- I'm an excellent carpenter.
- I'm becoming a better carpenter (or other tradesman).
- I use my talents and skills for good use.
- I use my time wisely.
- I am always improving my skills.
- I always make good use of my money.
- Happiness is a part of my personality.
- I am getting there.
- It is very satisfying to do what I do for a living.

Important things that are not taught in schools:

- Attention to detail
- Creativity
- Logic
- Critical thinking
- Resilience
- Motivation
- Persistence
- Curiosity
- Question asking
- Humor
- Endurance
- Reliability

- Enthusiasm
- Civic mindedness
- Self-awareness
- Self-discipline
- Empathy
- Leadership
- Compassion
- Courage
- Sense of beauty
- Sense of wonder
- Resourcefulness
- Spontaneity
- Humility

Qualities to build your reputation on:

1. Reliable

- Show up for work every day.
- Show up on time (at least 15 or 20 minutes early).
- Show up dressed properly.
- Show up prepared.

2. Attitude

- Be positive; there's enough negative out there already.
- Look to contribute to the success of the project.
- Go to work for the outcome, as well as your income.
- Incorporate a strong work ethic.
- Look to be a productive member of a team.
- Have a "can do" approach to all you do.

3. Trustworthy

- Be the kind of person who can be counted on.
- Do what you say you will do.
- Be honest.

4. Integrity

- Do the work to the set standard in a timely fashion.
- Always perform your tasks whether someone is watching or not.
- Do quality work.
- Put the job first, it's why they are paying you!
- Give the employer value for the wages he is paying.
- Take ownership of your mistakes, don't blame others.

5. Competent

- Know your trade.
- Be well practiced at the tasks necessary to accomplish your work.
- Hand skills are essential.
- Basic principles are essential.

6. Knowledgeable

- Always seek to know not just what you are doing but also the reasons behind it.
- Look to learn the next steps in the process.
- Strive to learn all you can about your field.
- Complete all the basic classes on time (or complete your apprenticeship on time).
- Take additional classes to go above and beyond the basics.
- Learn as if you had to teach a brand-new, inexperienced person.

7. Determined

- Resolve to do your job and let nothing stop you.
- Focus on accomplishing the task assigned to you.
- Set a goal in your mind as to how long it should take you, and try to finish in that amount of time.

8. Assertive

- Speak up when you need to.
- Determine what needs to be done and do it.
- Make decisions.
- Be confident in your abilities.

Quick tips from Karl D. Hughes:

- Guard your health at all costs!
- Take \$20 (one \$10 bill and two \$5 bills) and put them in your wallet. Use this for when you are stuck. Cash is always good.
- Pack your bag the night before you go to work.
- Always carry a spare tape measure and some pencils in your bag.
- It is always a good idea to have a small notebook and a pen.
- Always give yourself extra time! There is no perfect commute.
- Remember that there is always another job.
- Don't ever be afraid to sing at work, and laugh too!
- Listen to others.
- Avoid negative people (at all costs).
- Be patient with others if they are not "getting" something.
- Walk with a purpose.
- Bring lunch from home.
- Save all the change in your pocket and use it for vacation money.
- Have a hobby and enjoy it!
- Be respectful to others, it promotes respect for you.
- Know that you can't fix stupid. Stop trying.
- Helping out newer folks helps you.
- Wear a hat and t-shirt when it's hot. Both of these will help keep you cool.
- Best thing to quench a thirst on a hot day is cold water with a sliced-up lemon (or lime).
- Mark out important days on a calendar (like vacations and kids' graduations) and look forward to them.
- Be grateful. For everything. Start with the breath you draw!
- Be valuable. Go a little above and beyond what is expected.
- Focus on the task at hand.
- Use your smart-ass phone as a tool instead of a source for entertainment.

- Let go of petty prejudices, it speeds up your opportunities for success.
- Know that “time spent” is the best present you can give your loved ones.
- Do “Flowers on Fridays.” Just give her flowers on a random Friday.
- If you constantly argue with others, remember it is hard to tell who is more stupid.
- It is your right to complain, but whining is not allowed, and nobody listens to complaints, anyway.
- Good strong leadership makes any job great!
- Very often, the lazy guy will know the easiest way to do something.
- Stand back and look at a job well done. Be proud of it.
- It is always great to be able to stand up, go out, and do a physical job.
- Once you pick up tools, you never put them down.
- Sometimes the best thing in the world is to be laid off.

Fending off negativity: They say/you say

Unfortunately, many come into the trades because of a lack of interest in other areas, and then they are working only for a paycheck. They become disillusioned with working hard at a trade.

When they say: “This trade sucks!”

Your answer should be: “Can you tell me anywhere else where given your experience, talent, and education, you would earn the same or more money?”

Usually, they will get angry.

But if they say yes, then you say: “So why aren’t you over there?”

They say:

Get out while you can.

It’s not who you know, it’s who you blow.

We don’t make enough money.

You should go to college instead.

Wait till the recession comes.

You say:

This is my chosen career. I will make it work.

Yes, networking is important.

Actually, we are paid well.

(I have, I like this) or I choose to do this.

I am preparing for that now.

Afterword

Now that you have read the book . . .

Use this book over and over like you use a good tool. Go back and mark out which ideas appeal to you the most. Interact with the videos and web stuff. Take notes if that helps you. Write down your favorite tips or affirmations, and place them where you will see them often. Use everything in the book to make your life better.

If there is something you don't agree with, that's okay, don't worry about it. Just go ahead with those ideas that make the most sense right now. Sometimes later on, you will view an idea differently, and then at that time, it will make more sense to you. The important thing is to do something that will help improve what you are doing right now.

About the Author



Karl D. Hughes is a teacher, mentor, and speaker who uses his unique background and knowledge to motivate others to personal, professional, and financial success. Karl's forty-plus years of construction industry experience (master carpenter, business owner, union member, and trade instructor) give him a fresh perspective on goal setting and using one's own skills to succeed. He has a keen ability to communicate his passions to others.

As a sixth-generation carpenter, Karl believes that construction and other blue-collar trades are overlooked as vital and rewarding careers, and he encourages others to explore these opportunities. Karl has a passion for life and learning that he seeks to spark in all those around him.



THiNKaha has created AHAt that for you to share content from this book.

- ➡ Share each AHA message socially: <http://aha.pub/ACarpentersGuide>
- ➡ Share additional content: <https://AHAt that.com>
- ➡ Info on authoring: <https://AHAt that.com/Author>



Every accomplishment starts with the decision to #TakeAction. Do you want to stay where you are now, or do you want to have a #SuccessfulLife?

One way to make your day a good one is to start it off by saying, "Hey, let's begin the day on a positive note." #SuccessfulLife

In school, #Discipline means punishment. In reality, it's a key to a #SuccessfulLife.

If you want to be successful, give people reasons to talk about you in a positive way. #Reputation #SuccessfulLife

With one step, even the longest journey is possible, but you have to pick a direction. Are you planning? #PlanForSuccess #SuccessfulLife



Karl D. Hughes is a teacher, mentor, and speaker who uses his unique background and knowledge to motivate others to personal, professional, and financial success. Karl's 45 years of construction industry experience give him a fresh perspective on goal setting and using one's own skills to succeed.

BUSINESS & ECONOMICS : PERSONAL SUCCESS

THiNKaha

<http://thinkaha.com>

