



**ilights NOT on BUT somebody IS
home**

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Truk C.

lights NOT on ...

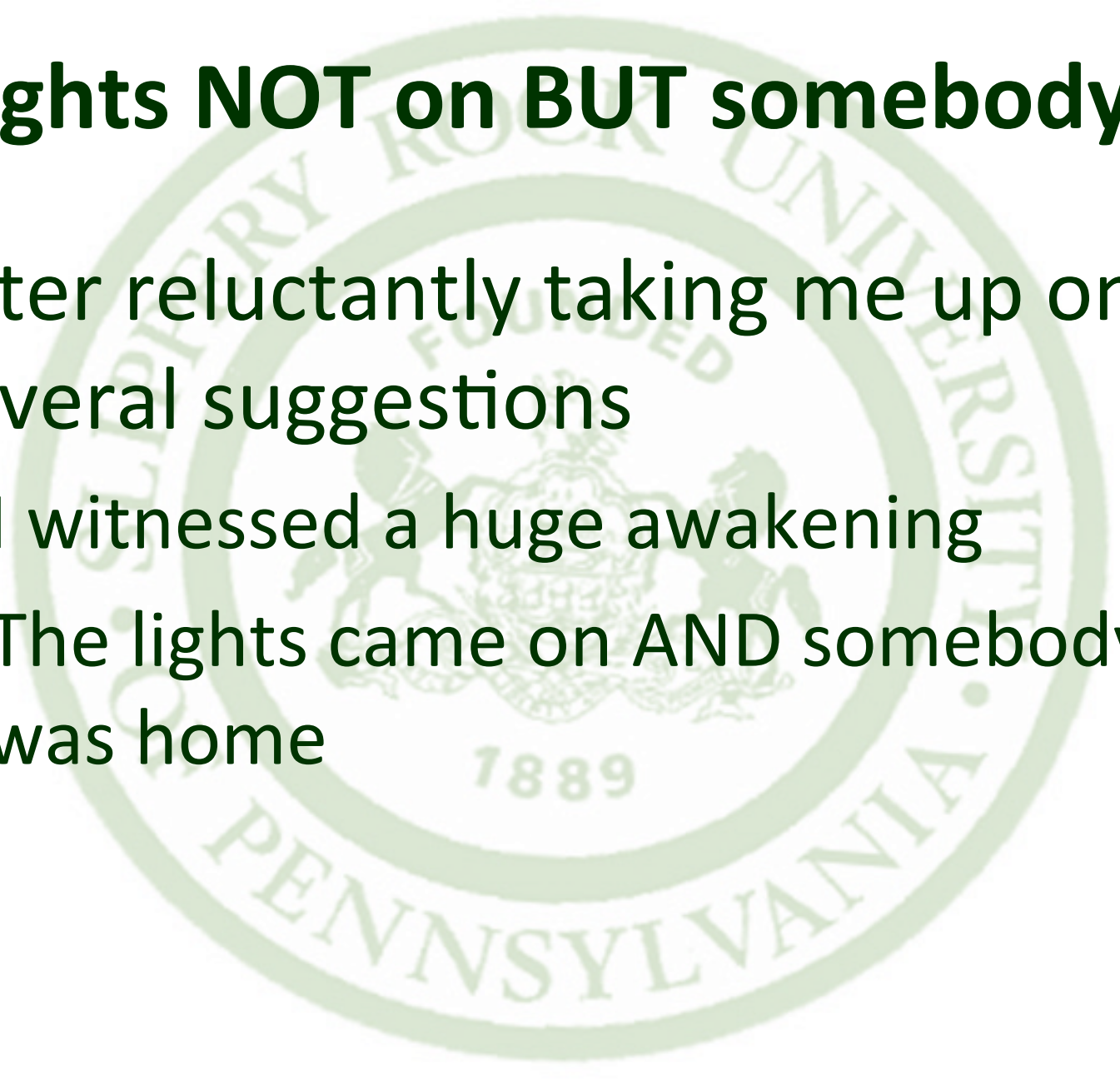
- Going through the motions of the self-marketing assignments
 - Resume and cover letter
- The lights seemed to NOT be on
 - Never applied himself in class
 - But I thought I saw something in his eyes

lights NOT on BUT ...

- After class conversation about post-graduation plans seemed to take him by surprise
 - He said I was the first person to show an interest
 - He told me about his less than stellar college career and likelihood of not graduating with a BSBA (think 2.0 GPA needing a 2.5)
 - But said, “I want to move to SC” ... no other plan
- I made some suggestions

lights NOT on BUT somebody...

- After reluctantly taking me up on several suggestions
 - I witnessed a huge awakening
 - The lights came on AND somebody was home



lights ON AND somebody IS home!

- The “switch” for several teachable moments
 - “I have no plans,” to
 - “Hey, I look pretty good on paper,” to
 - “Hey, I am graduating AND I landed a job in SC”
- I personally experienced my own teachable moment

➤ what **“to teach is to learn twice”** (Joseph Joubert) really means