



The Magic Power That Makes Dreams Come True: **PERSISTENCE!**

by Ted Ciuba

I'm on board the Pacific Queen, transiting the Panama Canal. I can hear the water dancing through the propeller wheels and hear the engines purr. The fresh breeze tickles the flags on the mast overhead as the tour guide shares exciting pieces of canal history in the background.

Everything about the canal speaks of an impressive project. It's a great metaphor of what it takes for you to achieve riches and what it's like once you do achieve your quest. This canal is a great work of art. It was inspired by people with vision, people with desire, people who had a practical purpose: to get rich.

Times are prosperous now in Panama because of this vision. As an example, the 8-hour transit can cost a cruise ship \$200,000. This is a trip you can make in 60 minutes by car. Depending on where you board, the trip goes from the Atlantic Ocean south to the Pacific, or from the Pacific north to the Atlantic. Every day is a million-dollar day in the canal zone.

How does this apply to you? It all started with a dream. Just as you pick your niche according to your natural strengths, interests, and developed expertise. Panama found itself as the only logical place in the Americas this could happen. It was a dream shared by many, even from the days of the explorers and pirates. In fact, in 1671 British corsair Henry Morgan ransacked the city of Panama on the Pacific coast after barely surviving the 9-day walk-ordeal through the jungle from the Atlantic coast. Perhaps he had the thoughts that it would be nice if you could sail straight across, too.

It came down to just a few people with the desire (the MasterMind), the ability to dream (imagination), and the vision to commit (decision) to start the process of making it happen. What the Panamanians didn't have (specialized knowledge in how to build a canal), they called in from elsewhere.

In 1880, a French company began the long arduous work. A person with great credentials headed the project by the name of de Lesseps. He was a builder of the Suez Canal in Egypt. Panama began to see its future in world commerce.

Of course, if you know anything about history, you know that there were some tremendous problems. In fact right now as I'm writing this, we are alongside Gatún Lake (Lago Gatún). This is the area where the hordes of workers you've heard about died from malaria and overwork in the intense equatorial jungle heat.

