

Part 5
The third stage of my life (Second volume)
Lecturing themes widened
(2)

In time of the era of unemployed, the seminars for those unemployed are many and active. The government is spending huge money for those people to have opportunities of learning and practising how to get jobs.

One of the schools in Hiroshima which has main office in Tokyo gave me opportunities of making 8-time lectures in their project under the Government sponsorship in 2005.

The most of the students were the ones who were out of work from big companies, who try to shift their target to the small companies for the job. My lecture came at the end of the 20-day seminar series.

What I emphasized in my lecture was my policy of "It is much more important how to be rather than how to do." As the readers know of my career of working from youth to this day as a top management, I have good persuasive presentation skill.

Each time I accepted several questions, better say, invited in a way they liked to. I made it a rule to give each questioner a copy of my contest-awarded essay of [「My Benefactress An Eternal Platonic Lover」](#), and plus one copy of my published book ["The Way for the Professionals for the Truck Drivers"](#) after "scissors-paper-rock".

In my lecture I made a special emphasis in telling them they should respond quickly with big voice of yes and quick action! I even told them fast footwork is important. I even told them to throw away the pride they used to have as the big-company-employed and behave in humble heart and attitude. My final advice to them was "Try to be a person who are easy to be used." This lesson was given me at the time of graduation ceremony by the high school principal.

One of the students later day emailed me telling he decided to work for the company he was in hesitant until he had my lecture. He promised me to follow the three points I gave in my lecture.

I was asked by the sponsor from the beginning that they wanted me to speak as a top businessperson of a small and midium company so that the students come to know the real feature of their would-be-working place and their needs.

My last words of yell to my students was, "Even though this is tough time for the working people, if you try with all your intelligence and experience you made in the past, the door would surely be opened for you! Try to sell

yourself as much as you did for your selling activities in the former company. From now on, try to sell yourself! Don't give up after one trial. Try that again with honesty and passion, leaving your calling card behind to show them you are so eager to work for the company! There might be a probable that the manager might come to think of replacing his idle worker with you."

I even went so far as to encourage them by saying, "Just think of a crippled man like me when you are in difficulty. Just try to think of a man, me, a crippled after 10-month, being obliged to work at 14, given-up going to university to keep the family after my father's early death, working as a top businessperson and yet divorced by the so called family feud after 32-year effort of making the company big enough to form the seven-company subsidiary group and so on. And yet at this age still working!"

Many of them said, "I've been given a spirit and energy! Where on earth that much of assertive energy comes from even at that age of challenging the third stage of life?" I used to answer the first question by saying in humour, "Because my first name is Yuuki, meaning in Japanese "courageous or bravery", making the listeners laugh with my humour.

As to the second question of my way of life, I told them about the well known lesson of the youth of the Shogunate of Toyotomi, Toukitirou by the young name, who tried to live, "If I were to be a Ashigaru, sandal-keeper, I would try my best to become the best one in Japan." They seemed to be especially interested in my comment of "My life has all been the one unplanned." My life up until this age is never the one I well-planned. I have been obliged to play my life as it turns to be.

Another request is in my schedule by "Hiroshima prefecture vocation ability development organization", where I intend to emphasize the need of the importance of "How to be is more important than how to do."