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## Profiles of Success



**Paul Miller**  
 Raleigh, NC  
 Crown IBO

Starting in his last year of college, Paul Miller was offered several opportunities to pursue an independent business, but the timing was just not right. Paul was finishing his football and baseball career at the University of North Carolina, a career that included appearances in the Peach Bowl, Gator Bowl, selection as All-ACC quarterback, the Coaches All-American game, and being chosen as the ACC's first recipient of the Brian Piccolo Award.

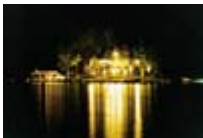
After being selected to the All-ACC Academic Team, Paul enrolled in a joint Law/MBA program at UNC, intending to pursue a legal career. Twice while in law school, Paul was invited to attend an introductory seminar, but his sights were firmly set on becoming an attorney. After graduation, Paul joined a law firm.

Paul was provided again with another opportunity to attend a formal business presentation, given by an old friend, but he was still quite skeptical. "I went to four meetings and a weekend business seminar before finally beginning my own business," Paul remembers. "But looking back, that was a real benefit, to be able to build my business at my own pace. As my own boss, there was no one giving me quotas to fill or deadlines to meet."

Still, the first two years of business were "internal growth" years. "It was one struggle after another," Paul adds. "There were financial struggles, fears to overcome, bar exams to pass, strangers to meet, and products to sell."

By remaining upbeat, staying steady, and not giving up, Paul was able to leave his legal profession and since then has been able to devote his fulltime efforts to building the business.

Paul credits the BWW system for helping him overcome his early struggles as a business owner. "The business system created a roadmap that can be followed very easily. Whenever there were questions or challenges, I had business mentors right there to give advice based on their own challenges. That kind of experience is invaluable, and now in turn I am able to advise people who are just getting their own businesses started. Anyone, with hard work, willing to learn how to build it, can make this business work."



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