I have a story below that was adapted from *The Parable of the Pipeline: How Anyone Can Build a Pipeline of Ongoing Residual Income in the New Economy* by Burke Hedges. See how it relates to you and your professional life? Here goes. Years ago, two young determined cousins named Bruno and Pablo lived next to each other in a small Italian village. Both were big dreamers and best of friends. They were also very hardworking and brilliant. They would engage in endless talks of their aspirations of becoming the wealthiest in their village and it appeared that all they wanted was a chance to prove their worth. At last, an opportunity knocked but once.

Below is a short narration of the story if you prefer to watch

Pablo and Bruno were engaged by the village chief to fill up the cistern within the town square, a task they had to do by carrying water from a nearby river using buckets. Within a day, they managed to fill the town cistern. This earned them one penny per bucket. "This is our dream come true!" Bruno uttered in a loud voice, "I cannot believe our good fortune." Pablo was not very sure about this. Carrying the weighty buckets caused blisters on his hands. In addition, it has caused backache. Besides, he was not an early riser and he knew this could affect his earnings. He thought of an alternative that could assist in carrying water from the stream to the village. **Pablo the pipeline man** "Bruno, I have a plan," said Pablo as they headed for the stream carrying buckets. "Instead of carrying buckets with difficulty back and forth for pennies daily, let's construct a pipeline from the village to the river." Bruno suddenly came to a halt, pondering. "A pipeline! Have you ever heard of such a thing?" he shouted back. He explained to Pablo how they had won a great bucket carrier contract by channeling 100 buckets per day. He continued that being paid a penny per bucket is equivalent to a dollar a day. Bruno boasted of his prosperity and the things he hoped to buy by the end of six months. He further explained that they had a two-week paid for vacation each year, apart from having "weekends off". In all, he was so content with his life that he ended up throwing cold water Pablo's idea. However, Pablo appeared unmoved by such utterances. He patiently and articulately conveyed to best friend details of his pipeline plan. Indeed, while Pablo used part of his day fetching water and constructing his pipeline. He was aware that it would need a lot of work digging a trench in the rocky soil. He also seemed cognizant that his income would fall since he was paid per bucket. At the same time, he knew that his pipeline would start earning money after one or two years. Pablo was increasingly mocked by villagers who disdained his ideas. On due time, he was nicknamed "Pablo the Pipeline Man." Bruno started flaunting his newly acquired purchases proudly since he was earning twice what Pablo was getting. He purchased a donkey that was equipped with new saddle made of leather. The donkey was always stabled on the outside of his newly acquired two-story hut. He also bought fancy meals at the hotel in addition to flashy clothes. Pablo's best friend was always addressed by the villagers as Mr. Bruno. **Small Actions Equal Big Results** Pablo spent his time digging the pipeline as Bruno passed time lying in his hammock during weekends and evenings. Pablo showed less for his efforts during the first few months. His work turned out to be harder than Bruno's since he also spent weekends and evenings digging. Pablo seemed to be aware that future dreams are established from the outset on sacrifices. He continued digging everyday, inch by inch. "Short-term pain equals long-term gain," Pablo kept reminding himself as he walked unsteadily into his hut after an exhausting days work. "In time my reward will exceed my efforts," he said to himself. "Keep your eyes on
the prize," he thought as he went to sleep amid satirical mimicry from his peers. **The Tables Are Turned** Days slowly turned into months. Pablo began to realize that his pipeline was half-way through. This meant that he had to walk half the distance to fill up his buckets. He utilized the remaining time working on his pipeline. During Pablo's rest breaks, he watched Bruno lug buckets with his shoulders, which appeared more bent each day. Indeed, his steps slow down as days went by. Ultimately, he started be sullen and angry. He refused to accept the fact that he was destined to carry buckets daily for eternity. He started spending most of his time in the tavern and less of it in the hammock. Whenever the patrons of the tavern saw Bruno approaching, they would whisper, "Here comes Bruno the Bucket Man." They would also giggle each time the town's drunk mimicked the shuffling gait and stooped posture of Bruno. Bruno stopped buying rounds and telling jokes. Instead, he preferred sitting in a dark corner alone encircled by empty bottles. Pablo's big day finally reached when the pipeline was complete. The villagers crowded to see how the water sprung forth from the constructed pipeline into the cistern. Since the village started to enjoy reliable supply fresh water, individual living within the countryside changed location and so the village started to expand and develop. Pablo stopped carrying buckets after the completion of the pipeline as water continued flowing whether he worked or not. On the other hand, the more water the villagers received, the more money Pablo received. Pablo earned a new name "the Miracle Maker."

**Recruiting His Friend To Help** The pipeline forced Bruno out of business. This pained Pablo particularly when he saw his cousin request for drinks at the tavern. Pablo decided to offer him a great business opportunity of building pipelines in other areas within two years. He planned on teaching him how to make one. In return, Bruno would teach other people to build the pipeline and in so doing, they would make a small fraction of each water gallon that passes through the pipeline. Bruno finally accepted. The two friends reconciled and shook hands. **Moral of the Story** We could only appreciate the fact that we were living in a world full of bucket carrying...
mentality where only a very small proportion of persons would at any time see the vision. The rest complained of time constraint, no money, don't know how and etc. It is all up to you to determine your destiny in life. Everyone has different experience, everyone has different expertise, is there something you can do differently from what you are doing now? Isn't it time that you start our own business, and start your own pipeline? Let me know your thought. Best wishes. To read more on this topic The Parable of the Pipeline