

"Introduction"
from *The Richest Man in Town*
by V.J. Smith

I'm so glad I found you.

My friend, Aaron "Marty" Martinson, wrote those words in a note to me. On the pages that follow, you will discover that he didn't find me. I found him. And, thanks to Marty, I remembered a few things about life that I hadn't really thought about for a long time.

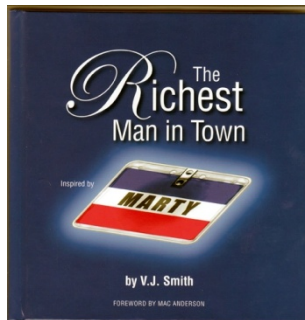
For years I had grand visions of writing a book about a leader who changed the course of history. I filled my personal library with biographies of presidents and statesmen. I wanted to understand what made their lives great – and what might be missing from mine.

In looking for answers I turned to books written by people who are successful in business and industry. For a while I searched for excellence, then I compared my habits to those of highly effective people. Like millions of people, I thought success equaled happiness.

The book I've written, though, is about a simple man who ran a cash register. He worked hard and was good to people. That, in turn, made him happy.

Can it be so simple – so free of complications? Marty thought so. He showed me how to be a better person, not one wealthier or more successful or more powerful.

He changed my life – forever.



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