

REMEMBER  
YOU'RE A GENIUS  
*again*

GREG E. HILL

Copyright © 2016 by Greg E. Hill. All rights reserved

All rights reserved. Printed in the United States of America. No portion of this book may be reproduced, stored in a retrieval system, or transmitted by any means- electronic, mechanical, photocopy, recording, scanning, or other- except for brief quotations in critical reviews or articles, without the prior written mission of the publisher.

#### Bulk Sales

Books are available at special discount for bulk purchase. For more information email [Greg@gregehill.com](mailto:Greg@gregehill.com).

Book Cover Design by Casey Renae

Second Edition: May, 2016

# DEDICATION

*This book is dedicated to the dreamer, the believer, and the doer. The individual who does not care what hand they have been dealt from the deck of life but continues on in search of the passion and purpose. The one that realizes they will define their own reality.*

*May my words empower you to create your own reality and live in your purpose completely, regardless of the obstacles and challenges life brings you.*

*And most importantly to Remember You're a Genius!*



# TABLE OF CONTENTS

<i>Dedication</i> .....	<i>iii</i>
<i>Introduction</i> .....	<i>1</i>
<b>CHAPTER 1:</b> Death of A Salesman .....	<i>7</i>
<b>CHAPTER 2:</b> Frank Lucas.....	<i>12</i>
<b>CHAPTER 3:</b> Selling Your Soul for a Kiss.....	<i>20</i>
<b>CHAPTER 4:</b> Lebron in Miami.....	<i>29</i>
<b>CHAPTER 5:</b> G-Diddy .....	<i>38</i>
<b>CHAPTER 6:</b> Senior Year: No Résumé Needed .....	<i>48</i>
<b>CHAPTER 7:</b> Summer in Antarctica .....	<i>59</i>
<b>CHAPTER 8:</b> Walden's Pond.....	<i>67</i>
<b>CHAPTER 9:</b> One & Done.....	<i>77</i>
<b>CHAPTER 10:</b> The Revenge of the Dreamer .....	<i>85</i>
<i>Interlude</i> .....	<i>92</i>
<b>CHAPTER 11:</b> A Star Is Born, I Think.....	<i>97</i>
<b>CHAPTER 12:</b> \$25 and a Dream in New York.....	<i>110</i>
<b>CHAPTER 13:</b> Death of the Dreamer .....	<i>121</i>
<b>CHAPTER 14:</b> Ramen Noodle Budget, Caviar Dreams.....	<i>130</i>
<b>CHAPTER 15:</b> Remember You're A Genius Again.....	<i>143</i>
<i>Meet The Author</i> .....	<i>153</i>
<i>Acknowledgements</i> .....	<i>154</i>
<i>Connect with Greg</i> .....	<i>155</i>



# INTRODUCTION

Today is the best day of my life!

1. YOU are reading this BOOK.
2. Since you are reading this book, that means I have actually FINISHED this book.

You probably have a few ideas in your life that you have started building and never finished, right? Whether you are looking to change the world or, at the very least, help change the lives of a few people, I want to kick this book off with an activity. I want you to pull out your pen and list off the last five things you started and never completed.

Here is *my list*:

1. Making a plan on how to unite my *Management Leadership for Tomorrow* career preparation class.
2. Finishing résumés for two friends in order for them to have a better chance at employment.
3. Creating a program to help the homeless.

4. Calling my father and attempting to fix a fractured relationship.
5. Building a time machine. (Seriously, though!)

Now...

Your list:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Congratulations on taking the time to be honest with yourself about your incomplete projects and unfinished ideas! Facing our failures can be tough.

First, I do not want you to look at this list and feel defeated. My journey is proof that determination can take you far. I am a 26-year-old black male who took seven years to graduate from college. I have gone from being homeless, to working for three Fortune 500 companies, to eventually quitting those jobs, to battling severe depression and almost committing suicide.

With all of that, I still wrote and finished my first book. I still am going on an thirteen state, 60-appearance national speaking tour. I am still going to make sure my business hits seven figures before September 24, 2019 (Send those prayers up :).

I am still going to change the world.

## **And you can too! Or maybe you already have?**

Maybe you are someone who was on the road to your dreams and you have lost your momentum or support (financial or emotional)? Or maybe life is going well, but you are still searching for deeper fulfillment?

Throughout this book, you will find that I know all about losses and the easiest way to win is to get back up just as quickly as you fell down.

Use this book as a tool for your journey

## **I will do my best to provide you with the framework to:**

- ✓ Turn your life around
- ✓ Ditch success and pick up purpose
- ✓ Realize your true genius

## **Who am I to promise these things?**

Well, I am currently a professional onion peeler. I peel back the layers of potential of students and young adults, which allows them to realize their own genius and live life without limits. Okay, that was a little corny. Don't front, though, the onion peeler line has you intrigued.

I am also a son, mentor, consultant, entrepreneur, speaker, podcaster, brother, friend, EXTREME runner, failure and NOW two time author. Most importantly, I am just like you. I am walking in my purpose every single day. I am living my life to change the world and inspire everyone around me to realize their own unique gifts and talents.

## Why write a book?

Originally, I wrote this book as an autobiography because the last eight years of my life have been like a movie. I just wanted to share my story so people could learn from a cautionary tale of pride, selfishness and depression. In addition, I wanted to share how I turned it around into humility, strength and passion.

After several discussions, I decided to make it more about you. I want to do more than discuss my life with you. I want to give you the blueprint on how I turned my life around. Before anything else, I had to be honest with myself about where I was in my life.

There are three classes of people:

- *Sleep Walkers* - Those who are going through life on autopilot and letting life take them wherever they want.
- *Lost Walkers* - Those who know where they want to go but they have no plan or method of how to get there.
- *Purpose Walkers* - Those who are walking in their purpose and struggling with setbacks that they feel are blocking their way.

We will get to that later on, but let us get back to why I wrote this book. I wrote it for people who are waiting on the sidelines of life. There comes a point in your journey when you need to have your own call to action. Nobody told me I was a good writer or that I would one day write and publish my own book, let alone two. I just made the decision to do it! I want you to make a decision too. Are you just going to stay on the sidelines or play in the game? ACT now on your dreams! There is no reason to ask for permission.

## **What are your next steps after reading this book?**

My website [www.gregehill.com](http://www.gregehill.com) is a great resource for motivation, business tips, book recommendations and life skills. I'd love to hear from you, so feel free to email me at [greg@gregehill.com](mailto:greg@gregehill.com).

There will be a lot of takeaways and action items in this book for you to look back on. The biggest take away, however, is that I want you to be able to look in the mirror each day and smile. Not because you're happy or because I told you to, but because **YOU KNOW** that you're a genius! Even if you don't know what you're a genius in yet, promise yourself you will live life each day on a mission to find out!

**Now turn the page and join me on this journey!**



— CHAPTER 1 —

# DEATH OF A SALESMAN

“ I would rather fail with passion, then succeed  
with apathy. ”

**Greg E. Hill**

*I'm going to kill myself.*

*My life is over.*

*I've failed.*

*I've let down my loved ones.*

*I'm dishonest.*

*Nobody believes in me anymore.*

*Everyone has left me.*

*How is this happening to me?*

*Why is this happening to me?*

*I was the good guy.*

*I was a leader!*

*I tried my best to make everybody happy!*

*The A&T Register, North Carolina A&T State University's official student newspaper, recognized me as the "Face of Campus" just three months ago at the suggestion of the university's staff, faculty and students.*

My description in the Register read:

*<sup>1</sup>Evolving in front of our eyes is a budding entrepreneur, Durham native, Greg Hill has been a constant face and presence on campus. Not only is he co-founder and CEO of Join Me Entertainment, but the economics major has hosted a plethora of events, such as Aggies & Poets and Join Me at The Polls.<sup>1</sup>*

Yet, here I am on the floor for the last 15 minutes with the same thoughts of self-doubt and failures echoing throughout my mind, while desperately trying to piece my life back together. In the last two months, I had lost \$25,000. I had no phone, no money, and I was behind on my rent.

My day-to-day routine dwindled down to waking up at 7:30 in the morning, gathering up some blankets and sleeping on the floor

---

<sup>1</sup> Join Me, was an entertainment company I cofounded with Julian Love. It was one of the first companies of its kind to mix parties and hosting events with philanthropy. Aggies & Poets, was one of the top events on campus and Join Me at the Polls, is a movement I helped initiate, which led thousands of students to vote and march.

since I didn't have a bed. I stared at the wall and forced myself to sleep until 2 p.m. I watched a little TV until I heard my roommates' keys jingle. That's when I ran back to my room, locked the door and pretended I wasn't home.

Then, I would just sit and think. I waited until my roommates left the apartment. Once my roommates were gone, I went looking for anything to snack on. It was just enough of a meal to satisfy my hunger, but not enough for anyone to notice that I was eating their food.

Life had gotten so bad for me that I stopped talking to people. I even stopped going to class.

I shut out the world.

Throughout my life, I have experienced much success. On the flip side, I have experienced some disastrous lows.

Me, lying on my floor, had to be the lowest point of my life. It felt like I had only one option. I needed to end my life. However, even at my lowest point, there was something inside of me that knew I could still turn it around. So, I made the decision to contact my mother. I sent her a disturbing email that ended with the words, "I don't want to do anything crazy."

She drove from Durham to Greensboro, North Carolina to pick me up. Sobbing, I told her and my father I would somehow turn things around for myself. After that, I spent two weeks in Durham doing nothing.

Once I was able to collect my thoughts, I decided to go back to Greensboro and visit with some teachers about getting back in class.

Sounds like a plan, right? Wrong. My grades were so bad and I had been absent for so long that there was nothing to salvage. It was too late.

For the next three months, I stayed in the shadows. That meant not getting a haircut and not speaking to anyone. I spent the better part of my days hiding out in the corners of the library. I did everything that I could to pull myself out of depression. I read self-help book after self-help book. After a few months, it was finally graduation time. What a time to be alive, right? Wrong! I wasn't graduating.

This was my fifth year of college, but I still had classes to go. Unfortunately, my whole family was under the impression that I would be walking across that stage.

I didn't have the courage to tell them the truth, so I showed up for graduation. My friends hadn't seen me in MONTHS, so seeing me at graduation was a shocker for them. Remember when Macklemore won the Grammy for Best Rap Album and everybody was in disbelief? It was a lot like that.

Very awkward.

I walked across the stage and had a cookout with my family. After that, I went right back to sleeping on my mother's couch. I had no degree, no phone, no apartment and no job. I had zero plans for the future.

It was time to reconstruct my life. But how?

## Revelation

This opening chapter is a deep dive into the most pivotal moment of my life. I compare it to a salesman because many times salesmen sell products they don't even like. Salesmen know their products well and they have the gift of gab. Those two skills, coupled, allow them to succeed even if they don't like what it is they are selling.

My downfall came when I got to a point in my life where I didn't like who I was becoming, but I ignored it all because I was excelling at what I was doing at the time. I was a party promoter who didn't even like to party! I got lost in the adrenaline of entrepreneurship, quick money and popularity. I spiraled down the wrong path and lost everything. While I wanted to die from the pain, it was really the "salesman" in me that needed to die.

And I finally left behind that salesman in the apartment that I was evicted from.