

it cost them to the penny to build them and what each room would cost and the finishing inside and everything else. It just take him know time and he have it all figured out. And so there was a guy in Dallas that heard about him--at some of these conventions. So he come to him and said, "Well Winford, what do you think about me just giving you 3 times what you are getting when you come to Dallas?" Winford said, "Well, he said, "There's just one thing about it." Says, "I've got a good job here and I'm making good money"--good money for that time, but he wouldn't think about it now. And he said, "I'm not--he said I bought a little home on time over here, and my family's satisfied over here and says I'll tell you one thing, I'm not giving it up and driving back and forth to Dallas for any amount of money." And the guy just pulled out his check and wrote him a check for \$10,000 and he said, "Maybe that'll start in and buy your home." Just handed it to him and Winford said, "Well, I can't take that." he said, "I won't ever make enough to pay you back and take care of my family and pay out a home," and he said, "Well, you take that and go buy what you can and I'll get you moved over here." Said, "I want you to go to work for me." Well, that has been about 18 years ago I guess. And he worked for that guy until about 4 years ago. And he said he wanted--of course his wages kept going up and up. Well, he got enough in his wages--enough in one year after the first two or three years, to pay that check back he'd loan us. He got that loan us. and he went with this--he said well this man is getting old, this man told him that he would either get him a business of his own, or he would give up and let him take that over after so long, and he didn't do it. So once he just told him asked him if he was going to do it. And he said no, said he needed him to bad and he said he wasn't ready to give up, and Winford said, well, just one or the other. You either see that I have a business of my own, or I'll get started on my own. Now he has bought a--I can't tell you I don't know. It's as big as some of these--big as any of these big places here, he has it for his storage room and his offices and it's the Chick (unintelligible) Check Commercial Building. He bought it right down in the heart of the business town of Dallas. So he has that, he has a business of himself and I heard his wife say, she usually goes down and writes out the checks. Sometimes helps in the office. She