

# Send the Elevator Back Down

There's a quote often attributed to Jack Lemmon that says: *"No matter how far you go in life, you must always send the elevator back down."*

That idea has stuck with me for as long as I can remember. I've been fortunate to have people in my life who took an interest in me without any immediate personal gain. Some did it out of kindness. Others saw potential. But all of them made a decision to invest in me, to open a door, to share wisdom, and to lift me up a floor or two.

And because of them, I made myself a promise: **When it's my turn, I'll send the elevator back down regularly** (and I have)!

## The Law of Reciprocity

Zig Ziglar used to say: *"You Can Have Everything In Life You Want, If You Will Just Help Enough Other People Get What They Want."* That philosophy has been foundational for me. I've built my approach on a simple principle: offer value before asking for it. Err on the side of generosity. The world isn't zero-sum. It's positive-sum. Helping someone else win doesn't take anything away from you; it increases the size of the pie for all of us.

I've tried to live that out both online and offline. Through my blog, I've shared my financial journey with radical transparency - not to impress, but to *impart* and show what's possible when you think differently, stay consistent, and compound in every area of life.

In the real world, I've made it a personal mission to be a **conduit of opportunity**—whether it's hopping on a call with an aspiring entrepreneur, offering coaching on a career move, or just being the kind of person I wish I had had in my corner when I was first starting out.

## Your Circle of Five

Jim Rohn famously said, *"You are the average of the five people you spend the most time with."* That insight is both a gift and a responsibility. As you level up, your

circle changes, but it's vital that you don't just look up and around. You also have to look *back* and *down* to see who's trying to climb, who needs a hand, and who just needs someone to believe in them (be someone's **FIRST BELIEVER**).

The older I get, the more I realize that true wealth - true success - isn't just about what you accumulate. It's about what you *amplify*. It's not how many floors you've reached; it's how many you've brought with you.

## WHAT WILL MATTER

Ready or not, some day it will all come to an end.

There will be no more sunrises, no minutes, hours or days. Your wealth, fame and power will shrivel to irrelevance. Our Grudges, resentments frustrations and jealousies will finally disappear. So too, your hopes, ambitions, plans and to-do lists will expire. The wins and losses that once seemed so important will fade away.

It will not matter where you came from or what side of the tracks you lived on at the end. It will not matter whether you were beautiful or brilliant. Even your gender and skin color will be irrelevant.

What will matter is not what you bought, but what you built; not what you got, but what you gave. What will matter is not your success, but your significance. What will matter is every act of integrity, compassion, courage or sacrifice that enriched, empowered or encouraged others. What will matter is not your competence, but your character. What will matter is for what you will be remembered.

Living a life that matters doesn't happen by accident. It's not a matter of circumstance but of choice. Choose to live a life that matters.

Michael Josephson

I had this essay engraved in wood, and it hangs in my house as a daily reminder.

## Every Day Is an Opportunity

One of my closest friends, Paul, has a mantra I love: “*Every day is an opportunity to change someone’s life forever – and today is [your] day.*” That’s not just good advice. That’s a calling.

If you’re reading this and you’ve been fortunate in your own journey, I challenge you to send the elevator back down. Invest your time in someone who reminds you of a younger version of yourself. Give without expectation. Share your playbook. Don’t hoard opportunity – hand it out.

And if you’re someone waiting for that elevator, keep going. Someone’s on their way down to get you. And when it’s your turn?

Send. It. Back. Down.

– Gen Y Finance Guy



### Gen Y Finance Guy

**Hey, I’m Dom** - the man behind the cartoon. You’ll notice that I sign off as “Gen Y Finance Guy” on all my posts, due to the fact that I write this blog anonymously (at least for now). I like to think of myself as the *Chief Freedom Officer* here of my little corner of the internet. In the real world, I’m a 30-something former C-Suite executive turned entrepreneur turned capital allocator. I am trying to humanize finance by sharing my own journey to Financial Freedom. I believe in total *honesty* and *transparency*. That is why before I ever started blogging, I decided that I would share all of my own [financial stats](#). I do this not to brag, but instead to inspire motivate, and also to hold myself accountable. My goal is to be a beacon of hope, motivation, and inspiration for *you*, the reader, by living life by example and sharing it **all** here on the blog. My sincere hope is that you will be able to learn from me - both from my successes and my failures! [Read More](#)

