

Foreword

I met Bill Naugle while I was searching for my final retirement landing zone. After 30 long years of successful medical device sales I was ready for my last dream home. I was attracted to a small town located in Central Texas--Georgetown--with close access to my son, his wife, and my new grandson. At the time Bill was selling custom homes for a prominent local builder, and it never crossed my mind that buying a new home was something I would be interested in as I was searching the Austin, TX market for a resale—'Move-In Ready' I suppose.

Being a lifelong salesman myself, my first meeting with Bill at the model home was nothing unusual, although it was apparent this man was a true professional. He was more interested in listening to my home-buying needs than bloviating about numerous features and benefits. I knew at that point I was dealing with a true sales professional and it piqued my interest. Now getting to know more about Bill and his custom homes became a part of my daily agenda. Within a few days I had made up my mind and signed on the dotted line.

Building a new home takes time, and I found myself stopping by the model visiting with Bill and getting to know more about the man who was truly responsible for my buying decision. We would meet at his office and have conversations about all kinds of topics, from things we had in common to our past failures and most importantly our dreams and aspirations for the future. One thing I noticed on my first visit to Bill's office was a picture of his family placed strategically for his viewing pleasure, and he bragged about the nameplate that his son had built for him with his own two hands. Bill stated it was NOT normal practice to invite a customer to his home, but we had built a bond of friendship; and since I was relocating from Northern California, I think he took pity on me.

I know you can find out a lot about a man when you meet his family, and I knew immediately that Bill has his priorities straight as his family was absolutely incredible. It was so refreshing to meet young boys who could have a quality conversation and his beautiful wife, who prepared the meal after a long day at work from giving anesthesia at a local hospital. I was glad I got to meet the Naugle clan.

Bill would spend as much as 60+ hours per week sitting and working in the model home. One day I had to ask him, "What is next?" He told me his real passion was writing and storytelling. He shared stories about his grandfather and



The N Effect

stated he finally was taking the time to complete a manuscript about his grandfather—whom I had never heard of or known. He mentioned his goal was to devote his evening hours after the family went to bed to getting this book published. He asked if I knew about Naugle's Restaurants or his grandfather Dick Naugle. I was skeptical, until he reached into his satchel and pulled out what, at the time, was a 14-chapter rough draft of the book. He placed the rough draft of *The N Effect* in front of me and asked if I would be so kind as to take it home and read it at my temporary palatial 21-foot trailer. I opened up the envelope and before me read *The N Effect—Power of Influence*.

I was totally blown away. The light finally went on, and I knew that my new friend Bill had a God-given talent which was about to emerge. His passion for writing was clearly evident. I could not put down the story of Dick Naugle's trials and tribulations, and there was no way this story should ever be squelched. I took it back to my humble abode thinking it would put me to sleep, and I ended up not sleeping until the very end of the book—much to my total surprise.

Dick Naugle had a profound influence on Bill's life. He was not only a wonderful grandfather, but a true entrepreneur and pioneer in the fast food industry. This story reads like a study for success, yet it is filled with life's heartbreaking lessons with all the ups and downs, finally ending with a story of redemption for the truth told by a loving grandson.

I believe God introduces people in one life as a scaffold to higher learning and aspirations. Bill Naugle is one of those predestined people I was supposed to meet. It is with great pleasure I suggest to you this wonderful, inspirational, and educational book titled *The N Effect - Power of Influence*.

Just a great read, by a talented new author and newfound friend- Bill Naugle

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