1 [redacted]

2 The following is a transcript from an outgoing

3 telephone conversation between DONALD W. HILL and

4 SHEILA FARRINGTON on [redacted]

5 (PH) Phonetic

6 (UI) Unintelligible

7 SHEILA FARRINGTON (FARRINGTON): They gonna just say it

8 again.

9 DONALD W. HILL (HILL): But, but what I, what I, what

10 I've had to, what I've got to try to get him to do is.

11 FARRINGTON: Him being?

12 HILL: D'ANGELO.

13 FARRINGTON: Uh huh.

14 HILL: Is to, sometimes, again, you just take the

15 small victories.

16 FARRINGTON: Yeah.

17 HILL: And what BRIAN is talking about doing is

18 basically, will basically address his cash flow

19 issues. And, and what he was trying to get done

20 really was trying to address the cash flow issues and,

21 and some excess money issues as well.

22 FARRINGTON: Uh huh.

23 HILL: And sometimes you can do that. Sometimes, you

24 can't. And in this situation, I, you, I can't get

25 enough movement to be able to address both issues.

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1 So, take the cash flow and deal with it. You know, go
2 over...
3 FARRINGTON: Yeah.
4 HILL: ...and keep your business going. Keep your
5 business operating.
6 FARRINGTON: And the cash flow is what he wanted to
7 give him a portion of the work, as opposed to, as
8 much, as much as D'ANGELO...
9 HILL: Yeah.
10 FARRINGTON: ...wanted.
11 HILL: Yeah, and, and kind of do, do, do ah, you
12 know. Get the work, subcontract it, charge an
13 administrative fee, build your resume up. I mean,
14 you know. So, you build your resume up and you, and
15 you, meet all your operating needs. You know?
16 FARRINGTON: Yeah.
17 HILL: So, ah, I don't know.
18 FARRINGTON: Right now, the problem is that D'ANGELO
19 is doing himself his worth, his worth val, is, you
20 know, his self worth value as, you know, more than
21 what he thinks everyone else is. And, and, and right
22 now, he, that's, that's a wrong, that's, that's a
23 wrong way to look at it. Because, you know, there's
24 no numbers to what God has put in you. You know, what
25 he has designed in you. You can't put, you can't,

1 human, humanity can't put a number on that. Only God
2 can.
3 HILL: Uh huh.
4 FARRINGTON: So, then now it's time to sit back and
5 like you say shape your mind to deal with the small
6 victories and let God build you to whatever that
7 number he sees fit for you to receive.
8 HILL: That's right. That's exactly right. That's
9 exactly right.
10 FARRINGTON: But, to come out trying to just, boom,
11 million dollar deal all off the bat is just, that's
12 unrealistic. That's unrealistic.
13 HILL: That's not even possible but it's the Lord
14 going out to do it.
15 FARRINGTON: Well, its just unrealistic. It is
16 unrealistic. In this world. It can only, something
17 like that can only happen by God's hands.
18 HILL: That's right.
19 FARRINGTON: In this world, it's not going to happen.
20 It's not going to happen in this world. This world
21 don't operate like that.
22 HILL: That's right.
23 FARRINGTON: I mean, Dallas, got its little click.
24 The world got it, got a click as well. And you got,
25 you got to get out there and pay some dues before you

1 come out there, boom, on a, the million dollar deal. It
2 just don't work like that.
3 HILL: Well, but now, but now. I guess, from, from
4 his vantage point, what he's basically saying is, he'll
5 challenge yourself to see if you can do that and we
6 haven't really been able to do that, but what we have
7 been able to do is win some small victories and keep
8 building on them.
9 FARRINGTON: Yeah. Yeah.
10 HILL: So, maybe that, maybe this challenge...
11 FARRINGTON: But I, I...
12 HILL: ...really is to me to be able to work a deal out
13 like that for him and I will work a deal out like
14 that. I mean, it, we just, I just haven't seen it
15 where I could get it done.
16 FARRINGTON: Yeah.
17 HILL: Maybe I'm not looking hard enough to, to find
18 it. Maybe, maybe that's an issue for me. But I think
19 more than anything you take your small victories, you
20 build your company and you keep going.
21 FARRINGTON: I think so.
22 HILL: Then let God have a chance to work.
23 FARRINGTON: And then, I don't think that. I mean,
24 and then I, it's a, why would you go and find a, a,
25 million dollar deal for D'ANGELO and, and I mean. I

1 just, I don't know. D'ANGELO is not there yet to, you
2 know, to see where ah, he's not there yet to, to, to
3 think, I mean to see this. He's not seeing this like
4 he needs to see it. And perhaps that's not, that's
5 why these things aren't happening to the magnitude
6 that he would like for them to. Cause he's not there.
7 He's not, he's not, seeing this ah, this relationship
8 yet like he needs to see it.
9 HILL: Yeah.
10 FARRINGTON: Because, if, if, if you go to lengths
11 to, to, to arrange and to, to ah, put a deal together
12 for him, then it's ah, it every deal has to be a win-
13 win situation. It just has to, that's, that's,
14 that's, that's the, that's the formula for a good
15 deal.
16 HILL: Uh huh.
17 FARRINGTON: Win-win. All the way around. Everyone
18 wins.
19 HILL: Uh huh.
20 FARRINGTON: Not D'ANGELO wins.
21 HILL: Uh huh. Well, I agree with that, absolutely.
22 FARRINGTON: That, that. You know, just so you can
23 keep going by and do it yourself. You know, that,
24 that can't. That's not, that, that can't. And when,
25 and sometimes God will hold things up until you get

1 your understanding why.

2 HILL: Well, that's true.

3 FARRINGTON: And get to that level.

4 HILL: Sometimes he does. Well, he, and one thing we

5 can say about D'ANGELO he did admit that he had that

6 problem when we first met him.

7 FARRINGTON: Yeah, yeah.

8 HILL: When we first met him, he admitted it.

9 FARRINGTON: He's ah, he has a generous heart. He

10 has a very generous heart. But he, he, he, he got a.

11 He's got to see how to make everything a win-win deal.

12 Because, I mean, he, he was a little, he was a little

13 greedy on the, on the deal that we closed even.

14 HILL: Uh huh.

15 FARRINGTON: Because he didn't get ten from, from

16 BEVERLY she gave him five. But, but...

17 HILL: Uh huh.

18 FARRINGTON: ...he insisted on ten from us, the

19 little (UI) that didn't have it.

20 HILL: Uh huh.

21 FARRINGTON: And then, you know, our little, (UI), I'm

22 not complaining about it. But, it I were in his shoes,

23 I wouldn't have. My little, my little (UI) every

24 month, and I'm not complaining about it, I'm very

25 grateful and thankful for it. But whatever work has

happened on it, has been what I've done. Whatever research...

HILL: That's right. That's...

FARRINGTON: ...has happened cause what I, I done all the research.

HILL: That's fine. That's right. That's fine.

FARRINGTON: I've done all the work. And then I tell him about it and he go and take it off and go, go run away with it. You know, and, and, and that's how that's. You know, so, you would think that this, you'd say well here's an extra grand or here's a something. You know, I don't know you just. It's, it's got to be a win-win for everybody.

HILL: I agree. I agree. We'll keep working. We'll get there.

FARRINGTON: Yeah, we will. I see it coming.

HILL: Uh huh.

FARRINGTON: I see it coming. We were just talking about that situation, with, with BRIAN and I, I guess I'm never short for words. So, I'm sorry, if I'm, I'm too talkative.

HILL: No, no, what you saying was right on target. No, absolutely. Absolutely.

[redacted]

[redacted]

[redacted]

Target:	Don Hill
Line:	214-502-1224
Session:	2144
Date:	05/17/2005
Start Time:	13:52:39 CDT
Duration:	00:08:46
Direction:	Incoming