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When the I in Retail Stands for Inspiration

Capital isn't scarce; vision is – Sam Walton



INSPIRATION FOR MANY, SAM WALTON FACED MANY CHALLENGES AND HURDLES BEFORE WAL-MART COULD BECOME THE WORLD'S LARGEST DEPARTMENT STORE AND SET A TREND FOR MANY TO FOLLOW. HAD HE GIVEN UP WHEN THE FIRST STORE HE SET UP AT NEWPORT HAD TO BE LEFT BEHIND JUST BECAUSE THE



LANDLORD REFUSED TO RENEW THE LEASE AGREEMENT, PERHAPS TODAY WAL-MART WOULD HAVE JUST BEEN CONFINED TO WALTON'S IMAGINATION OF MAKING IT BIG IN RETAIL. IN HIS BOOK "SAM WALTON – MADE IN AMERICA," HE IS QUOTED SAYING: "AND OUR SUCCESS, IT TURNED

OUT, HAD ATTRACTED A LOT OF ATTENTION. MY LANDLORD, THE DEPARTMENT STORE OWNER, WAS SO IMPRESSED WITH OUR BEN FRANKLIN'S SUCCESS THAT HE DECIDED NOT TO RENEW OUR LEASE KNOWING WELL THAT WE HAD NOWHERE ELSE IN TOWN TO MOVE THE STORE. HE WANTED TO GIVE THE STORE TO HIS SON. I HAD NO ALTERNATIVE BUT TO GIVE IT UP. AFTER DOING EVERYTHING RIGHT, I WAS BEING KICKED OUT OF TOWN. IT IS NOT JUST A CORNY SAYING THAT YOU CAN MAKE A POSITIVE OUT OF MOST ANY NEGATIVE IF YOU WORK AT IT HARD ENOUGH. I HAVE ALWAYS THOUGHT OF PROBLEMS AS CHALLENGES, AND THIS ONE WASN'T ANY DIFFERENT. I HAD TO PICK MYSELF UP AND GET ON WITH IT, DO IT ALL OVER AGAIN, ONLY EVEN BETTER THIS TIME."