

Momma Called Me a Dung Beetle

Written By: Bill and Kim Cook

Ring, Ring, Ring. I answer with a "Hello."

"Hi, Bill, it's your Mom."

"Oh hey, Mom, what's up?"

"Son, you're like a Dung Beetle!"

Bet there are several questions you are asking yourself right about now. "Doesn't his Momma love him?" "What do Dung Beetles have to do with real estate investing?" Or maybe, "What in the heck is a Dung Beetle?"

First, rest easy, my Momma loves me very much. In fact, she loves me so much she compared me to a Dung Beetle. If only all parents thought of their children as Dung Beetles...errr....thought of their children as Dung Beetles - *for the right reasons!*

Second, Dung Beetles have everything to do with real estate investing. Dare I say it? I must! I must! A Dung Beetle's "can do" attitude is the key to succeeding as a real estate investor!

Third, just what is a Dung Beetle? Simply put, it is an insect, a beetle to be precise, that eats and lays its eggs in animal dung. (Remember, God created these little creatures, not me.) Anyway, when a Dung Beetle comes across a pile of dung, which happens often, it thinks, "Wow, time to lay some eggs!" It cuts off a small section of the pile, rolls it into a ball, rolls the ball to safe a place, and then lays its eggs in the dung ball. (It's my guess that Dung Beetles are pretty easy to please.)

"OK, now I know more about Dung Beetles than I ought to." And you are also still wondering, "What does any of this have to do with real estate investing, or why your Momma called you a Dung Beetle?"

Several weeks ago my mother was watching one of the nature shows on TV. One of the bugs featured on the show was...you guessed it, a Dung Beetle. The Dung Beetle had found a pile of dung, it cut-off a small section, rolled it into a ball, and was moving the dung ball to a safe place. Right away the Dung Beetle encountered a problem. Its little dung bug brain decided that the safest place for the dung ball was 30 feet to the east of its present location. Problem was, there was a good size hill between where the Dung Beetle was, and where it wanted to go. Need to add one very important Dung Beetle fact: They are very persistent little critters.

The Dung Beetle began to roll the dung ball up the hill. It was a big hill! It got the ball almost to the top of the hill when the ball hit a stick laying on the ground. The Dung Beetle tried to pull the ball over the stick. No luck. Then it tried to push the ball over the stick. Unfortunately, the dung ball got away from the Dung Beetle and did what all balls do - whether they are made of dung or not - it rolled back to the bottom of the hill.

Did the little Dung Beetle give up? Not a chance. As I said, they are very determined critters. As Patton once said, "Failure is not an option!" Wonder if Patton was part Dung Beetle?

Back up the hill went the dung ball being pushed by the Dung Beetle. (You might say the Dung Beetle had its antennae to the grind stone.) Again, the ball hit the stick. Again, the Dung Beetle tried with all its might to get the dung ball over the stick. But again, the ball rolled back to the bottom of the hill.

Again and again the Dung Beetle tried to get the dung ball up the hill. Again and again the dung ball rolled back down to the bottom of the hill. The Dung Beetle refused to accept defeat! Then it happened. Somehow or other the Dung Beetle finally managed to get the dung ball over the stick and up the hill. My mother swears the little dung bug did a happy dance!

With real estate investing, as with anything worthwhile in life, you will come across many "sticks" that block your way. Just remember, when this happens, if you quit, you fail totally! But if you keep trying, you are one step closer to success. The moral of this story is to be like the Dung Beetle, never, never, never, never give up!

And you thought I couldn't bring this column full circle.