I was very fortunate in my younger years to be influenced by some very successful people, all of whom stressed the importance of persistence to succeed in any endeavor. Now, in retrospect, I think the well-documented words of Calvin Coolidge, the 30th president of the United States (1923-1929), are spot on, based on my many experiences during a (fortunately) long, active life.

“Nothing in the world can take the place of Persistence. Talent will not; nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent. The slogan ‘Press On’ has solved and always will solve the problems of the human race.”

I have known many people who were blessed with extraordinary talent, but never seemed able to profit from it. Now, while profit is most often measured monetarily, I am not so sure that one’s quality of life is not of equal or greater importance, but have run into many people who were unable to succeed in either, despite of possessing great talent. For me, talent was missing in action the day I was born. Through persistent hard work, however, I was able to develop the few talents needed for success, both monetarily and a wonderful quality of life.

Genius? Most certainly I could not reasonably be considered such; I know many people, a whole lot smarter than me, who were in fact as Coolidge proclaimed, “unrewarded” there from. Although I have enjoyed many successes in life, they were the result of modest foresight and unending tenacity.

And for education, Coolidge was surely right on; while a good education is certainly beneficial, I have known some over educated individuals, even with advanced degrees, unable to hold a meaningful job. In my own case, formal education was certainly far from wonderful. From kindergarten through high school, my mind was always stuck in a daydream, building bridges or other neat structures. Today, there’s a name for it, Attention Deficit Disorder, and sadly, afflicted kids are drugged to make them behave more normally. Virtually all of my post-secondary education was accomplished bit by bit with great effort, mostly at night and on weekends. But…those things that had practical application to my first love of construction were readily absorbed. And…the all too few courses that had extraordinary value were taught by real construction professionals, for whom teaching was but a “moonlighting” activity. They knew their stuff and provided truly practical learning. Looking back, I expect that is what has motivated my considerable activity through the years—to provide practical education.

Looking back, my remarkable success in life and business was the result of unyielding persistence, and an unending spirit to continually press on. Yes, Coolidge was right; Persistence and continually pressing on are qualities that all repair professionals should possess.

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