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Δ ΛΦΤΤΛΣ ΡΑΤΗ ΤΘ ΣΥΣΣΣ

johan van



he who has a slack hand becomes poor
but the hand of the diligent makes rich

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CHAPTER Δ

ΤΣΤΦΜΘΠΦΥΜ

THE 29-YEAR DESTITUTION
FOR A REVEALED SECRET

THEY THAT SOW IN TEARS SHALL REAP IN JOY.
HE THAT GOETH FORTH AND WEEPETH,
BEARING PRECIOUS SEED, SHALL DOUBTLESS COME
AGAIN WITH REJOICING,
BRINGING HIS SHEAVES WITH HIM.





ΤΕΣΤΙΜΟΝΙΟΝ

Life resembles a grape harvest, the Lord is the Master of the vineyards, and you are the workers. In every masterpiece you accomplish, the Lord is in them. It has been 29 years that I worked in the vineyard of my personal life. Look! There is a joy in the harvest.

The 29-Year Destitution for A Revealed Secret

I have learnt well what it means to be destitute - lacking in anything. It has been 29 years that I have lived my every single day with it - till the Lord Himself revealed the very truth to me - His 'little path to success'. My sight, once blinded was then opened and I was taken aback realizing that I had been denying my own rights to being rich and believing that being poor is biblical'. Yet, it was not -'poor is sin'

I'm glad I'm a changed person now. This story witnesses 'how I have found that little path to success'. If one hopes is to be able to change one spoonful of powder milk into billions of rupiahs, what wouldn't the Lord do for us? Will the Lord triumph over us seeing His people devastated by poverty?

It was a few days ago that I met a friend of mine, Dahlan Iskan, with whom I have an intimate friendship. His simple personality shines despite his high profile as the CEO of Jawa Pos Group. I extended my hand shaking his and simultaneously, he

God is most great, "Hay alal Falah" Come to success! Every day God calls you to success, read this and you will be successful, as the message which was brought by all prophets to mankind since the creation of Adam "Hay alal Falah" come to success
-CAT STEVEN, JUSUF ISLAM, "Mualaf 1977"

Pressure can burst a pipe, or pressure can make a diamond.
-ROBERT HORRY

If you born poor it's not your mistake, but if you die poor it's your mistake
-BILL GATES

I have fought a good fight, I have finished my course, I have kept the faith.
-2 TM. 4:7

You see things; and you say "Why?" But I dream things that never were: and I say "Why not?"
-GEORGE BERNARD SHAW



ΤΕΣΤΦΜΩΠΦΥΜ

Where the willingness is great, the difficulties cannot be great.

-NICCOLO MACHIAVELLI

All success is the infinite capacity for being bored.

-ANON

I'd rather be a failure at something I love than a success at something I hate.

-GEORGE BURNS

We would accomplish many more things if we did not think of them as impossible.

-C. MALESHERBEZ

The penalty of success is to be bored by people who used to snub you.

-NANCY ASTOR

The true perfection of man lies, not in what man has, but in what man is.

-OSCAR WILDE

The way to rise is to obey and please.

-BEN JOHNSON

Skill is fine, and genius is splendid, but the right contacts are more valuable than either.

-ARTHUR CONAN DOYLE,SR.

bowed his head and pronounced clearly to me 'You're the best'. Yes, it has been quite a few times he mentioned that every time he met me. This is due to our similar past background when we were both without money and with our least resources and this day, we are both standing tall equipped with resources to aid others. Wish this story shower abundance of blessings to all the readers!

The night escape from Medan

It was mid May 1981. I remember how our family was in a hurried flight to Jakarta from Medan. The rain was pounding upon us mercilessly. With no knowledge of what was happening, we ran towards a spacious field carrying with us nothing. As a young child I have never been on a 'flying engine' before and we happened to take that very night, we solely relied on nothing but what had been left with us - our dampening clothes. During the next days, we were vagabonds - journeying from one home to another home belonging to our next of kin. A home or was this a shed for a family with 3 children is more than enough. Having moved from place to place, then, eventually, in shame were we driven away and cast away in Prigen - a remote village in East Java.

There were we welcomed. My mother started her loan-based aluminum food ware entrepreneurship. Laboriously she worked daily and did not care



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whether her smooth yellow skin was exposed to the sun; meanwhile, my father hardly ever went home. At the beginning, we were wondering about what he was doing. I blamed him for being unfair to my mother. Simultaneously, it was almost every day when I was seven years old that I had to walk as far as 8 kilometers (round trip) to study at Tretes. The money my mother slipped into our little pockets was never enough for a glass of water. Despite the impossible conditions, little by little then, we were entitled to a new home in Pandaan. Having saved our money for a decade, we finally built our home from our sweat. My father himself molded the bricks with his own hands; wasn't he wonderful! Seeing that, I began to pay respect to him.

There are times when our home was stoned and people yelled at us “Chink”. Almost nobody knew that my eldest brother sacrificed his future that I could continue my education and that I could live a better life. We worked so hard with the understanding that poverty is not what the Lord designed for our lives. After school, my brother and I, as usual, would run to a car washing station working the whole day and be paid as much as 2,000 rupiahs. The greeting “Chink” was oftentimes our lunch menu. Those days, I remember, we were deprived of our self-prestige for the sake of earning 2,000 rupiahs.

Success has always been easy to measure. It is the distance between one's origins and one's final achievement.
-MICHAEL KORDA

Success follows doing what you want to do. There is no other way to be successful.
-MALCOLM FORBES

Success to me is having ten honeydew melons and eating only the top half of each slice.
-BARBRA STREISAND

Wise men make more opportunities than they find.
-FRANCIS BACON

There are no secrets to success. It is the result of preparation, hard work, and learning from failure
-COLIN L. POWELL

Enthusiasm for one's goal lessens the disagreeableness of working toward it.
-THOMAS EAKINS

I have fought a good fight, I have finished my course, I have kept the faith.
-2 TM. 4:7



ΤΕΣΤΦΜΟΠΦΥΜ

The Beast and The Study

My third year in middle school was the gloomiest moment of my life. As a teenager, I never entered my class without first visiting and worshiping the Lord at church. Yet, guess what I've got in return, instead. My face was full of pimples with pus! To this day, I haven't known why that happened. Was that due to my blue films viewing, and then the Lord cursed me? Or else, the Lord was preparing me to enter a bright future? One thing I recognized at that time was that my inferiority complex was worsening.

Ring!!! the bell rang at my high school and I burst out of my class ignoring anyone, finding my way to the canteen to take my drink, and running back to my class. I didn't remember how many times, I have never cared to even take the change from the money I spent there. Can you see why? It was just that I believed that I was not a likable person and ashamed of my own look. This inferiority complex of mine has brought me to bow my head most of the time and stared blankly at my shoes. When a friend greeted me, I would pray instead, 'Lord, keep me from the evil'- I believed Satan moved that person to greet me and to stare at me that I eventually became ashamed of myself. When there was a study group, I was assigned as the head of the group. That was because I was unable to interact with people around me due to my inability to interact freely with those around me.

A first rate soup is better
than a second rate
painting.
-ABRAHAM MASLOW

Find a need and fill it.
-RUTH STAFFORD
PEALE

Four steps to
achievement: Plan
purposefully. Prepare
prayerfully. Proceed
positively. Pursue
persistently.
-WILLIAM A. WARD

We can accomplish
almost anything within
our
ability if we but think
that we can!
-GEORGE MATTHEW
ADAMS

Optimism is essential to
achievement and it is
also the
foundation of courage
and of true progress.
-NICHOLAS MURRAY
BUTLER



ΤΕΣΤΙΜΟΝΙΟΝ

This condition caused me to soar academically during my school years. That was the only thing I could be proud of. I was able to enter a well-established university through academic achievement, and as an honor role student in high school I was still working hard, and my five-year saving of two million Rupiahs was now gone. At that time, I was reminding myself that the Lord would need to transform my face once I entered the university.

Success, which is something so simple in the end, is made up of thousands of things, we never fully know what.
-RAINER MARIA RILKE

College years were irrefutably my golden era. I traded my youth for studying and studying incessantly for the sake of knowledge and achievement. I was out of touch with what they called night clubs or night life. The only thing I knew was studying and studying. Every time exam season was approaching, I found myself tutoring many of my college friends. When our college years were coming to an end and our cap-and-gown ceremony was held, friends of mine together would lift me up, threw me on the air and shouted 'Hurray, hurray!' They would fight to pose with me. Yet, what I did was throwing my certificate and picking up my Book of Life and confirming to them that the best certificate ever was the Book of Life

The world belongs to the energetic.
-RALPH WALDO EMERSON

No bird soars too high, if he soars with his own wings.
-WILLIAM BLAKE

Every man is the architect of his own fortune.
-SALLUST

Success is blocked by concentrating on it and planning for it... Success is shy- it won't come out while you're watching.
-TENNESSEE WILLIAMS

How the Lord Caught Me

Finishing my college didn't mean that my personality had been transformed. The fact that I had graduated



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The successful person is
the individual who forms
the habit
of doing what the failing
person doesn't like to do.
-DONALD RIGGS

Flaming enthusiasm,
backed up by horse sense
and persistence,
is the quality that most
frequently makes for
success.
-DALE CARNEGIE

Do it big or stay in bed.
-LARRY KELLY

The very first step
towards success in any
occupation is
to become interested in
it.
-SIR WILLIAM OSLER

It is impossible to win
the great prizes of life
without running risks.
-THEODORE
ROOSEVELT

from one of the best universities in Indonesia didn't guarantee my future. Till one day on August 1998, a friend of mine from Manado encouraged me to attend a retreat at *Pertapaan Putri Karmel Tumpang* (a convent in Tumpang located near Malang, East Java). 'This must be crazy', I thought to myself. I saw the nuns were dancing merrily and clapping their hands. Yet, in this 'crazy' place, I found the living Lord! The majestic Lord! It was still clear in my mind that at the meeting tent of the retreat, someone I didn't know began to talk with me about a secret in the Holy Bible which was *Imago dei* the Image of God. That very day was the first time for me to hear that I was special before the Lord and I was the apple of His eye. I pleaded him to give me an understanding to understand His Word. That was all I besought from Him and amazingly, He gave it to me. I was wondering why.

The Nightmare of One Spoonful of Milk

With my certificate, what was I up to that day? A salary as much as 650,000 rupiahs (US\$ 65/month) without any raise was all I got! It was never enough, I had to pay for a household with a wife and two babies. One night my wife took an empty tin of milk; in it, was a spoonful of milk left. She said, 'We almost run out of milk and we are penniless'. What she said sent me a sense of horror of not being able to finance my family well. Believe me that a father is not endowed with an



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ability to ignore his babies' cry for milk every night. With my instinct, we were both running out of our house, knocking on our best friends' doors and pleading them to buy the honey we were offering them. Tears were rolling down our cheeks remembering the time when our parents reminded us not to beg around and to know that the Lord is rich. Their teaching that it is better to give than to receive also rebuked me. I said to myself that I didn't want to live a miserable and impoverished life any more! I learned that poor was sin!

Success has nothing to do with what you gain in life or accomplish for yourself. It's what you do for others.
-DAN NY THOMAS

Begging for Jobs at 87 Companies

People say that Chinese descents in Indonesia are deemed to be wealthy for always. Yet, in fact, I was not! After that story of one spoonful of milk, then, I decided to buy newspapers in search for jobs. I was able to buy only 1 newspaper in a week - the Saturday edition. On Monday evening, I was at the post office geared towards sending all application letters I had written. 8 months had passed and I received 87 letters of rejections. Then, I realized that my achievement at such a high cost university did not guarantee anything in this case, my future!

Mighty rivers can easily be leaped at their source.
-PUBLILIUS SYRUS

I'd rather be a lamppost in Chicago than a millionaire in any other city.
-WILLIAM A. HULBERT

Who never climbed high never fell low.
-THOMAS FULLER

The Bishop's Call from Australia

I was once asked to serve an Indonesian community in Perth, Australia. As a God's servant, there was no excuse for me to reject this request. For 4 hours on

Great deeds are usually wrought at great risks.
-HERODOTUS



ΤΕΣΤΦΜΩΠΦΥΜ

My success is measured
by my willingness to
keep trying.
-ANON

Under normal periods,
any man's success hinges
about five percent
on what others do for
him and 95 percent on
what he does.
-JAMES A. WORSHAM

The reward of a thing
well done
is to have done it.
-RALPH WALDO
EMERSON

Be wise; Soar not too
high to fall;
But stoop to rise.
-PHILIP MASSINGER

Quantas, I remembered bursting out in tears when I remembered my parents in faith, Mr. and Mrs. Hanjaya, “Johan, remember, ministry is about paying the price!” I, once again, burst out in tears since, for this ministry, even, I did not spend a penny. I was ashamed of the fact that I could not “pay the price” for the ministry.

On the flight, a bishop approached me asking and patting my shoulder, “Why are you crying?” Knowing that he was a bishop encouraged me to ask him back, “Are you happy with yourself, Monsignor (a polite way to address a Catholic bishop)?” He, then, said, “No.” I continued asking, “So, why should you be a bishop, then?” Smiling, he responded, “It is my calling and I am contented and happy with this calling.” His story wiped my tears away and on that day, I promised that I would not shed my tears for my poverty. I believed the Lord did not call me to be poor. I was thankful for the Lord had called me to be meaningful to others. God's plan is not to harm us, but to prosper us.

The Power of Novena

It had been eight months that I was without jobs which was a nightmare for me. Ceaselessly I blamed the Lord for his being unfair to me. Every time I went to church, my focus was only to get a new job. Yet, nothing happened. It was more than enough to shatter



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all my dreams. Till one night.... In my inbox, an e-mail had just arrived; it was about successive recitation of Catholic prayers. Honestly, I did not believe in this prayer. Yet, with the faith I had at that time, I was trying to pray solemnly. Every time I prayed, I wept. On the eighth day, I tore that the piece of prayer sheet. I was totally disappointed and could not believe that the Lord would work out a solution to my problem through this prayer. This happened after he had rejected my prayer for 8 months. Only one day was left by then and still, nothing happened. On the ninth day, at my workplace, for the first time, I felt it in my heart -a voice asking me to pray. That was enough to pull me to read from that Catholic prayer once again. I hadn't finished praying yet when I got a call from a company asking me to come for an interview. I cried out loud realizing that Novena worked it out exactly on the ninth day before the telephone rang. That prayer did not only give me a new job but also changed my life totally. Since that day, I know for sure that the Lord is able to answer our fervent and sincere prayers.

362 Days from 'Batur' (Servant) to Director

6 October 2004 was the time I started my new job at my new workplace from the lowest position in a consulting company. From there, I promised myself to give my best because the Lord had taught me that laziness was the root of poverty, but those who work

We can't all be heroes
because someone has to
sit on the curb and clap
as they go by.
-WILL ROGERS

Don't be afraid to take
a big step
if one is indicated.
You can't cross a chasm
in two small jumps.
-DAVID LLOYD
GEORGE

Success is getting what
you want;
happiness is wanting
what you get.
-ANON

Nothing ventured,
nothing gained.
-ANON



ΤΕΣΤΦΜΟΠΦΥΜ

Destiny is not a matter of chance, it is a matter of choice; it is not a thing to be waited for, it is a thing to be achieved.

-WILLIAM J. BRYAN

The most important single ingredient in the formula of success is knowing how to get along with people.

-THEODORE ROOSEVELT

What isn't tried won't work.

-CLAUDE MCDONALD

If you want to succeed, you must make your own opportunities as you go.

-JOHN B. GOUGH

laboriously will be rich! Those days I was so mesmerized by the Lord's promises which swept away all my nightmares eight months ago. I began my work at 9 o'clock in the morning and finished off writing the motivational e-mails at 1 o'clock in the morning. Many people asked me why I should write those piles of motivational e-mails till early in the morning. I briefly responded to them that actually that e-mail was for me! One company will assign three staff to handle one company. Yet, I was assigned to handle three companies simultaneously. Yes, I know the Lord is fair! He is! I ventured out in my career from a scratch and at the same time, my career boosted only in a few days! It was till my boss informed me that he could not pay me any more and offered me an opportunity to work together with him and to establish a new company. It was 3 October 2005 when it happened. It had been 362 days that I learnt to keep giving since the Lord had taught me that 'Giving Is Rich!' The more we give, the more we'll be given. It was exactly on the 362nd day that I signed the opening of Total Quality built with a capital amount of 5 million that I had to pay for three years with my annual bonus.

To this day, Total Quality has become The Best Corporate Motivator with the income of billions of rupiahs with several branches : Singapore, Jakarta and Surabaya. I thought to myself that this wish had

been granted three years ago and it was not! The Lord has been trying to fulfill his promises in my life. He has transformed one spoonful of milk from a family of “Chink ” into billions of rupiahs before your eyes that we all may know the secret of “A Little Path to Success” that Poor Is Sin, Giving Is Rich! It is when you are blessed that the Lord expects you to bless others. Riches without blessings are just chasing after the winds. Glory to the Lord in the highest place!

An experience of being poor for 29 years on this little path “A Little Path to Success' is written to inspire and give insights to many people. Thousands of directors and managers from Southeast Asia annually gather together to learn about these little paths and to hear the good news that the Lord does not plan to harm us; yet, to prosper us. Poverty is not for us and it's not even in the Lord's plan for you. So, would you walk with through that little path?



ΤΕΣΤΙΜΟΝΙΟΝ

He that is overcautious
will accomplish little.
-J.C.F. VON SCHILLER

Self-trust is the first
secret of success.
-RALPH WALDO
EMERSON

Thou shalt ever joy at
eventide if thou spend
the day fruitfully.
-THOMAS A KEMPIS

Who dares nothing,
need hope for nothing.
-J.C.F. VON SCHILLER



The Best **CORPORATE MOTIVATOR**
Singapore | Jakarta | Surabaya

Sebelum mengetahui kebenaran ini, Anda tidak akan
percaya lagi! **Seungguhnya
kemiskinan tidak pada kekufuran!**
Dan tangan diatas lebih baik dari tangan dibawah
dalam buku **Poor Is Sin: A Little Path to Success**,
saya akan membantu anda meningkatkan berkat!
Bergembira mengubah 1 pendapat anda ditangan Anda
Masa Depan Anda adalah peternakan. Itu
pengalaman saya. Tapi ini ancurkan kemiskinan dan
kegagalan Anda!



Johan Yan

Director of **TOTAL QUALITY INDONESIA**
Master of **CORPORATE MOTIVATOR**



POOR IS SIN Series Menemukan Berkat MUII
Asesial 510 Direktur 4873 Manajer

Buku-buku ini **TIDAK BISA
TIDAK** saya rekomendasikan
kepada Anda semua!
Karena buku-buku ini bisa
mengubah mental kita semua
menjadi **MENTAL YANG SIAP
TEMPUR** dimasa depan, bukan
hanya menunggu-tapi
MEMBENTUK MENTAL KITA
menjadi maju tak gentar dalam
menghadapi masa depan kita!

"The strength of the Spirit in this book will help you find the little path to the true success, this book is the perfect one, guiding you to ultimate success."
H. Mubandji, Director of Group Java Pos, Author of "Mission Int Possible" - hmubandji@tempnet.com

"Once again, Johan Yan made a fantastic surprise! When poverty bore you, "Poor is Sin" will transform your future. Warning: This book is not for those who have been pampered with poverty zone!"
Petrus Ewib, Director of Spirit's bookfield - info@rujukan-spirit.com

"This book is the best gift ever. It teaches us the true riches of giving."
Harry Soelarto, Program manager of JFM radio - harry_soelarto@yahoo.com

"A principles-filled book, very fundamental truth. "Poor is Sin" thoroughly discuss them!"
Utarda H. Amara Talibunan, Head of Zikir Indonesian Muslim

"This oriental wisdom will take you into the exploration of your soul, richly inspiring!"
Alex Karol Executive Director PT. Indoceria Plastic & Printing - makasalang@yahoo.com.au

"Johan Yan is a unique and distinguished motivator with rich values. This book is crucial for anyone who wants to experience a meaningful life. A must-read book, so inspiring and people-oriented."
Dr. Lec. Supriko Effendi, M.Com (Hons), MA (Econ), PhD
UBAYA, Dean of the Faculty of Economics - S_effendi@ubaya.ac.id

"Johan Yan is remarkably inspiring person! The strength of his writing has caught us and brought us back to where we should belong, that poverty is not for us. Indonesia needs a Johan Yan."
Wiyono Purcepaharyo, Head of Master of Management Programme Faculty of Economics UBAYA, Business Consultant - wipon@yahoo.com

"Very inspiring for those who, so far, feel that they have nothing to contribute to others. Rise up and start doing something for others. Don't waste away your talents!"
Liliana Inggri Wijaya - Chair of Master of Management Programme Faculty of Economics UBAYA - liliana_inggr@yahoo.com

"The most inspiring and insightful piece of motivational writings the world needs nowadays!"
Djuharjo Director of William Booth Hospital