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Dr. Champion

Living a Life of Significance

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### Danny Navarro Interview

I first met Danny Navarro or as my friends and I refer to him, “Big Dan,” the spring of my freshman year of high school. Danny and I immediately started playfully arguing over the upcoming Tennessee Volunteers versus the Georgia Bulldogs game. However, that moment was the beginning of a new relationship and mentorship. Big Dan is the father of my best friend, Matt and one of my younger brother’s best friends, Tyler. Danny also played football at Temple University. He is an incredibly successful insurance salesman, who loves spending time with his family and playing golf.

Danny is one of my role models, so when I heard about this assignment I knew straight away he was the one I was going to interview. I sat down and interviewed him in his suburban Atlanta home on Thursday, which also happened to be his fiftieth birthday.

I began the interview with simple straightforward questions about his experience growing up and his college life. He first talked about his simple, lower class roots. Danny said, “Growing up I had absolutely no money. I kind of had to learn how to do everything myself. My dad did not have a good job working in landscaping, where he made barely any money and my mom was a stay at home mom; just trying to take care of the kids.”

Danny then shifted the conversation towards college, where he said college was a little too much breathing room for him. He went into college pretty immature and had difficulty balancing collegiate football with the relaxed college lifestyle. He said, “I was not very serious

considering I was a college boy. And I didn't start getting serious until after college when it came to making money and actually getting a job.” Danny did not know what he wanted to do in life. He majored in finance and accounting, but did not really know what his purpose in life was. I asked him about his career as an insurance salesman; He said, “I took the job that was first offered to me and then I just kind of stuck with it and realized that if I stuck with it, that I could not only be good at it, I would be great at it. So that is why I kept with the job and kept going with it.” I found the previous quote particularly interesting, because of his extreme self-confidence. Danny took the first job offered to him as a low-level insurance salesman, making hundreds of phone calls each day, but worked his way up to be one of the top salesmen at Guardian Life Insurance. Danny was not sure what he wanted, but understood that if he worked hard enough he would be successful.

I then geared the conversation towards more complicated topics such as his family life and what living a life of significance meant to him. Family is everything to Danny and his family is one of the closest and tight knit families I have ever seen. I asked him, “What about being with your family leads to you finding satisfaction?” He talked about how awesome it was to watch his son’s sporting events and then turning into young men. He also said it was incredibly rewarding to watch the values that he instilled into his sons as children show themselves.

My next question was “what does living a life of significance mean to you?” Danny responded to this question on a personal level, describing his family life. He said, “I think mostly living a life of significance was being able to marry someone who I will love for the rest of my life and being able to have a family that I was able to support and give a good childhood to.” Danny continued that statement saying, “my whole purpose is to make money for me to be able to give them a good childhood.” I really respect Danny for growing up in poverty and turning it

into something positive. Then, maturing after college and raising a wonderful family including my best friend, Matt.

The final question I had for him led to one of my favorite responses. I asked him if there were any words or phrases that he lives by. He said his mom always told him, “that the harder you work, the luckier you get.” I really like that answer and Danny definitely exemplifies hard work and playing the cards you were dealt.