



# Leave a life's Legacy statement!

Who am I? Bullet points

- Born on June 8, 1965 in Columbus Ohio to parents Douglas and Leeanne Wilhelm.
- Middle child of 6. @ older brother and sister and 2 younger brothers.
- As most kids I was curious and got in trouble. I was so lucky to have a strong German family around in my youth.
- My childhood was filled with great friends and sports to keep me busy. I give my family a lot of credit by instilling such a strong work ethic in me to this day.
- My father had a firm yet simple rule, if you don't do the work, you went nowhere. Today, I see this as SEE-DO-GET (thank you 7-Habits).
- I was very competitive and loved playing all sports as seasons change in Ohio. I did all sports from hockey, basketball to baseball, to name a few.
- My mom always instilled in me the vision to believe in myself, regardless of my size or ability. This sparked a passion in me to work harder to master the task, frequently working harder than anyone else.
- In time baseball become my sport of choice and my true passion. Baseball gave me the ability to travel for games, see new towns and meet new people.
- School didn't really come easy for me although my grades were ok. I had to work hard to combat being dyslexic and I did not like reading at all (which now I have a goal to read 120 books a year) to achieve success.
- In school I loved history and of course PE. I wanted to one day become a coach and teacher. Funny, now when I look back at the last 30+ years, I did become a coach and teacher, but not in a school setting where I thought it would be, rather in the pawn business and in life.
- With sports I was able to attend The Ohio State University, playing baseball on full scholarship. Graduating with dual degrees in History and Physical Education, I loved the college experience.

- I believe my upbringing gave me a great foundation for success. I had to work very hard to keep playing baseball.
- Today my passion for all sports is still big. After college I focused my physical energy on competing in Triathlons, marathons, competitive softball, racquetball and going to the gym, which most mornings is at 5 am.
- And today I am playing Tennis again to give me quality time with my wife which is very important.
- I started my 37-year career working in the pawn industry with Cash America International. I give credit to a mentor of mine to this day, David Johns, for sharing a vision of what life would be like in the pawn business and with Cash America. And man, was he right. As a store trainee, I worked my way through the program and became an Area Supervisor and Training Coordinator.
- After 5 years with Cash I moved back to Florida to work with a friend, Joe Bartholomew at Southern Pawn. Joe may have been the best pawnbroker I have come across in my 32 years. Joe let me see and gave me the vision of how the independent brokers did business. I found out through this experience that I liked independent shops as much as corporate ones.
- I have been blessed to have so many amazing people cross my life's path in business. Thank you to the following: Don H, Dan C, David C, Kevin S, Jack H, Dan F, Rob B, Gardy R, Bart B, Monty W, Virginia, Carl K, David J, Jon C, Tim M, Teresa H, David B and Bob M. and many more along the way with all the teams I have worked with over the years.
- My world changed again in business when I came across a person named John Thedford, (thank you Sir, as John is still a mentor today). John gave me a platform and a vision that at the time no one had seen before in the pawn world.
- So, I opted-in at that time with a startup pawn operation with only 4 stores. I was able to move into a corporate training role at Value Pawn & Jewelry (VP&J), where I trained over 175 new GM's using the principles of Covey Leadership. During his time with VP&J as Director of Leadership and Development. The company grew to 75 stores over a six-year period.
- I also worked as a Pawnshop consultant. A great opportunity came with a partnership with Bay Area Pawnshops in Clearwater Florida, I later sold my interest in the stores and went into pawnshop and retail consulting full time.
- I was given the opportunity to work with a former client, Cashwiz, a 21-store chain in the Caribbean and USA as the Director of Leadership and Store Support for 3 years (which I continue to consult with today).
- I truly miss all the teams at this organization where I have made many lasting relationships in the US and throughout the Caribbean.
- In 2018, I joined National Pawn and Jewelry based in Raleigh/Durham NC, as Director of Training and Profitability. Thank you, Bob Moulton for waiting several years before I said yes to NPAJ.
- Today, I have the honor to be a part of an amazing team of 180 and 19 stores, with more to come, as the Director of Store Operations for NPAJ. The company has awesome and just finds way to win. We sold NJAP in 2024 which will be to date the largest per store Avg. and multiples paid for a pawn company. I would like to thank all the team members and the amazing company culture that was created at NJAP. Peter Drucker said best "Culture eats strategy for breakfast". I am so look forward to the next journey in my life path, I know it will have its challenges with lots of excitement that will keep me smiling and looking for new ways to achieve success.

- Oct 30,2023, we became grandparents' life changing, thank you Erin and Kevin bring baby Jack Wayne Nether into our lives what amazing happy little boy. That same year Erin was diagnosed with cancer. She has achieved full remission.
- Along the way, in my life's path I received the best gift that anyone could have given to me is Barbara Marier, my wife and the mother of 3 wonderful kids (Erin 30, Rian 28 and Kyleigh 25) which words on this page can't express or do any justice just how awesome Barbara is for many years she has been the strength of the family and has always believed in me even when I would say I was going to make a change or make things hard for her. **Thank you dear and I love you.**
- She is so much better than me and I always say I out kicked my coverage. We have a goal together to be able to stop working at 62 I believe she will, but not sure about me. So, I will make sure I spend each day being thankful for you being in my life's path. Again, I love you.
- I believe when time my time passes on this earth I will be remembered as a loving father, husband, brother, son and uncle who was caring and believed in sharing all he has with others with passion, consistency and a little intensity.
- With my faith and 7 habits role of Health, father, family and husband, life of (SEE DO GET), career over the past year I see life as be happy, smile more along the way, life is short so have fun.