Paying Your Dues

Which one of these three kinds of people are you?

By Chuck Ceccarelli

I once read a sign that said there are three kinds of people: Those who want things to happen, those who make things happen, and those who wonder what happened.

It seems that I continually meet people who want things to happen. Once in a while you meet those great ones who are making things happen, but it's more common to find those who wonder what happened. Let's talk a little about these three kinds of people and try to figure out where you fall.

Those who want things to happen.

This type of person attends trade shows and complains about all the things wrong with our industry; they complain about the problems he or she is having with the public; they dispatch through their office. I train the people who put on the trade show, or how they tell me a story should have a beginning, a middle, and an end. You just read the beginning, the middle goes like this if you are in the towing industry, you must donate to your local towing association. You must donate to the museum and Wall of the Fallen. You must support local and national training. It is our responsibility to support the very industry that we make our living from.

It is much like supporting your alma mater — it's not open for discussion, you just do it. It's no different than when a kid comes to you in person and asks for money to buy cookies, you buy some whether you like cookies or not.

Those who wonder what happened.

Those who wonder what happened. This type of person... well, I hope you get the picture by now... They tell me a story should have a beginning, a middle, and an end. You just read the beginning. The middle goes like this: if you are in the towing industry, you must donate to your local towing association. You must donate to the museum and Wall of the Fallen. You must support local and national training. It is our responsibility to support the very industry that we make our living from.

The solution needs to be worked out and we, the industry, need to quit fighting over it and do something about it or the government will. I don’t have heavyies but I do care about the companies that I dispatch through my office. I train with them so I can understand what they are up against. It is complicated, but if we are to participate, we need to fix it and fix it soon.

Read the report and keep it for reference. I suggest we look at it as a guide to what we need to do to make our industry better — a report card.

This type of person is very proud to be a tow truck operator. They have a passion for this industry and a desire to see the entire industry profit and grow. They are at every local training event or are supporting it in some way. They are at every local tow show. This type of person gives continually from their heart, their wallet, and their mind. This kind of person sheds a tear watching the video of the Wall of The Fallen dedication.

I am very lucky because I have met several of these people. Each one holds a place in my heart, and most have had some sort of an impact on my life.

Those who make things happen.

You know who I am talking about: These are the ones who belong to their state towing association; they never attend industry meetings; they've never donated money to the Towing Museum or the Survivor Fund. They pay their drivers average wages, set their rates to be a part of what is typically a govern-mental function. So, do we give this service up? How do we pay for the equipment necessary to provide the services that are so desperately needed by the public? It can’t be done at the hourly rate from years gone by, and the rate can’t be compared to AAA rates.

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