

## Motivational Guide Learned to Dream in Central Library

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**Julie Taylor** says she learned to dream big within the roomy Central Library.

"My dreaming began at 1 Lafayette Square in downtown Buffalo," Taylor said. "Somewhere between the age of 10 and 13, sitting in that library is where I first realized that anything was possible. The library was the one place in my life where I could dream, create and imagine. It was at this place where I first became aware of -- and embraced -- my entrepreneurial spirit."

Even at that early age in her life, however, a younger Julie knew you have to do more than just imagine. Now through tele-classes and other efforts, she's helping other Buffalonians with their dreams. "I understood it was my responsibility to take action and produce the results I wanted for my life," says Taylor, president of JAD Coaching & Consulting.

To get to the library from her South Buffalo home, she "earned, saved and went without lunch in order to have the correct change for the bus," she recalls in her new "Dream, Inc." guide.

At the magnet school, she learned Russian and went to Russia in the late 1980s on a school field trip.

"Being exposed to new cultures at such a young age made a huge impact on how I viewed my surroundings," she said.

Now she helps people in Western New York and across the country "to move forward and take risks in order to get the results they want."

She quotes in her guide, put out with Michael Capuzzi: "Twenty years from now you will be more disappointed by the things that you didn't do than by the ones you did do. So throw off the bowlines. Sail away from the safe harbor. Catch the trade winds in your sails. Explore. Dream. Discover."

So if you want those different results, she urges "make the commitment to move into action and change."

Her guide has been praised by other entrepreneurs like Anne Beiler, who started Auntie Anne's Soft Pretzels in Western New York malls and more than 850 other places in the world.

By the end of this year, statistics show, that only 5 percent of us will have kept those New Year's resolutions. To develop better habits, Taylor, now in her early 30s, advises making "a commitment to try it for 21 days, not forever. Really want to make a change -- not because you 'should' or 'have to.'" Have a plan, let go of perfectionism and finally, she suggests, celebrate successes.

"Acknowledge and celebrate," Taylor urges, "each step of the way."

Have an idea about a local person whose life would make a good profile or a neighborhood issue worth exploring? Write to: Louise Continelli, The Buffalo News, P.O. Box 100, Buffalo, NY 14240, or e-mail [lcontinelli@buffnews.com](mailto:lcontinelli@buffnews.com)

**Julie Taylor** says success is a matter of proceeding step by step to make one's dreams come true.

