

This is the presentation that I sent along with the DVD of the chevy cruze to Jay Leno in an attempt to get onto his CNBC's Jay Leno's Garage. I put a lot of information into it so read as much as you want and learn about my life.

I am asking for your help in you sending a short note to Jay. Please tell him why you think I would be perfect for his show. If you have known or still know me you can give a little input. I know a letter is more work but I feel it would add more of an impact than an e-mail. I really would appreciate your effort in helping me achieve my dream, thank you very much..

Michael Delees

Send to: Big Dog Productions
C/O Jay Leno
3160 North Damon Way
Burbank, Ca. 91505

This is a superimposed picture of Jay Leno and me on his show, it was taken years ago at Disney World Epcot...



Other than Johnny Carson I personally feel Jay Leno had the best late night show of anyone. My name is Michael Deles and I had this dream of getting onto Jay's NBC Show but was upset when he was taken off the first time. When he came back the second time I was so happy but procrastinated too long. Now that he is back on CNBC with Jay Leno's Garage I made a decision to really put something together and show Jay that my story would fit his audience and I would be an asset to his show. I put the kitchen sink into this presentation so read as much as you want and learn about my life.

So what's the hook...

I still own my first car. THINK ABOUT IT. How many people have you known that still own their first car and also has pictures to verify it. My car is a 1956 Chevy Bel-Air Convertible. I bought it in 1964 for \$425.00 the car was 8 years old, and I was 17 years old. I still drive it every week and call it my Rolling IRA. I will never sell it. Of course if eventually I get too old and decide to finally part with my baby, Jay will get the first shot...



The very day that I bought the car with the help of my older brother.



Within days I put on baby moon hubcaps.



Me on the left in front of the Chevy in 1967 when I was in the navy.

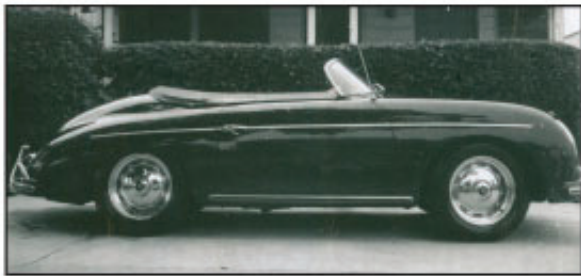


Picture of my mom who loved driving my Chevy while I was in the navy.



Present picture of me after my Chevy was restored and still loving it.

The second car I ever owned was a 1958 Porsche Speedster that I bought for \$2,000.00 when I got out of the Navy and started college. Two years later I sold it for \$3,000.00, one of my biggest mistakes.



I now own a 1980 911SC Limited Edition Weissach Coupe. Weissach is the Porsche Testing and Development Center where all the new designs for street and race vehicles are tested and proven. This car was produced only in 1980, 1981 and 1982 with a limited run of only 400 a year. Half were painted in Metallic Black and the other half Platinum Metallic. It still has the original paint job and only has 93,000 miles on it. This is a fantastic car that I also never plan on selling.



My daily drive is a 2005 Lincoln Town Car, Signature Limited Addition with only 34,000 miles on it. It handles and drives like a dream. Did you know they made a bullet proof version of this car?



About Michael

If you're looking for a unique guest with a great story I am your man. My name is Michael Delees. I am a baby boomer born in 1947 and graduated from high school in 1965. I was in the U.S. Navy for two years from 1965 to 1967. I graduated from Valley Junior College with an Associate Arts Degree in 1969 and went to work for New York Life Insurance Company. After a year of not enjoying my work I quit and went to Cosmetology School and became a hair stylist. Forty three years later I still enjoy going to work and engaging with my unique clientele. George Burns once said : " Too bad all the people who know how to run this country are busy running taxi cabs or cutting hair ". I feel I have one of the best jobs in the world. I get paid to talk and learn from my clients every day, it's so cool. I tell my clients I'll make you look better and feel better and I'm cheaper than a plastic surgeon or a shrink. In July of 2016 I will have turned 69 years old and have no plans on retiring, I enjoy my work too much. I am sure Jay feels the same way.

Michael Delees has been cutting hair for over forty three years. He opened his first salon a year and a half after graduating from cosmetology school. He owned over the years a four station salon, a ten station salon and a two story seventeen station salon all in Torrance. He now prefers less responsibility and just rents a station.



Hair Workshop
first salon



Michael Robert
Last salon



RedKen Show

He was also a Hair Show Platform Artist for ten years and taught hair-cutting throughout the United States and Canada for such companies as RedKen and L'Oreal of Paris to name a few.

Michael also produced and taught his own hair cutting classes called "The System" for three years.



"The System" Classes

About Michael

Michael developed and designed the haircut blueprint card. He has been using it over the last twenty years.

haircut blueprint card

shampoo ☒ yes ☐ no brush ☐ fingers ☐ defuse ☒
 part ☐ R ☐ L ☐ C ☒ B ☐ F hair spray ☐ yes ☒ no
 tapering scissors ☐ yes ☒ no mustache ☒ yes ☐ no
 gel ☒ mousse ☐ none ☐ beard ☐ yes ☒ no
 blow dry ☒ yes ☐ no eyebrows ☒ yes ☐ no

SCHEDULE

Thursday 9:00 a.m. to 8:00 p.m.
 Friday 9:00 a.m. to 8:00 p.m.
 Saturday 9:00 a.m. to 6:00 p.m.

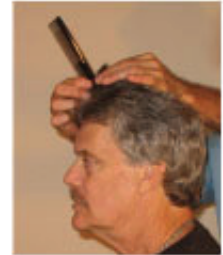
comments : Tight in back
 Leave sides full, don't thin side
 burns too much

TOP	FRONT	SIDES	BACK
3.5	1.5	5	1.0
*3.0		*2.0	*2.25



inside section of folding business card

Michael uses a special comb with measurements on one side. Having a basic ruler built into his comb allows him to check the length of your hair while cutting it. Think about the last time this was ever done during your haircut.



Once your haircut is done and you OK it, then certain measurements and information will be taken and written down in pencil on the inside of Michael's business card that you keep.

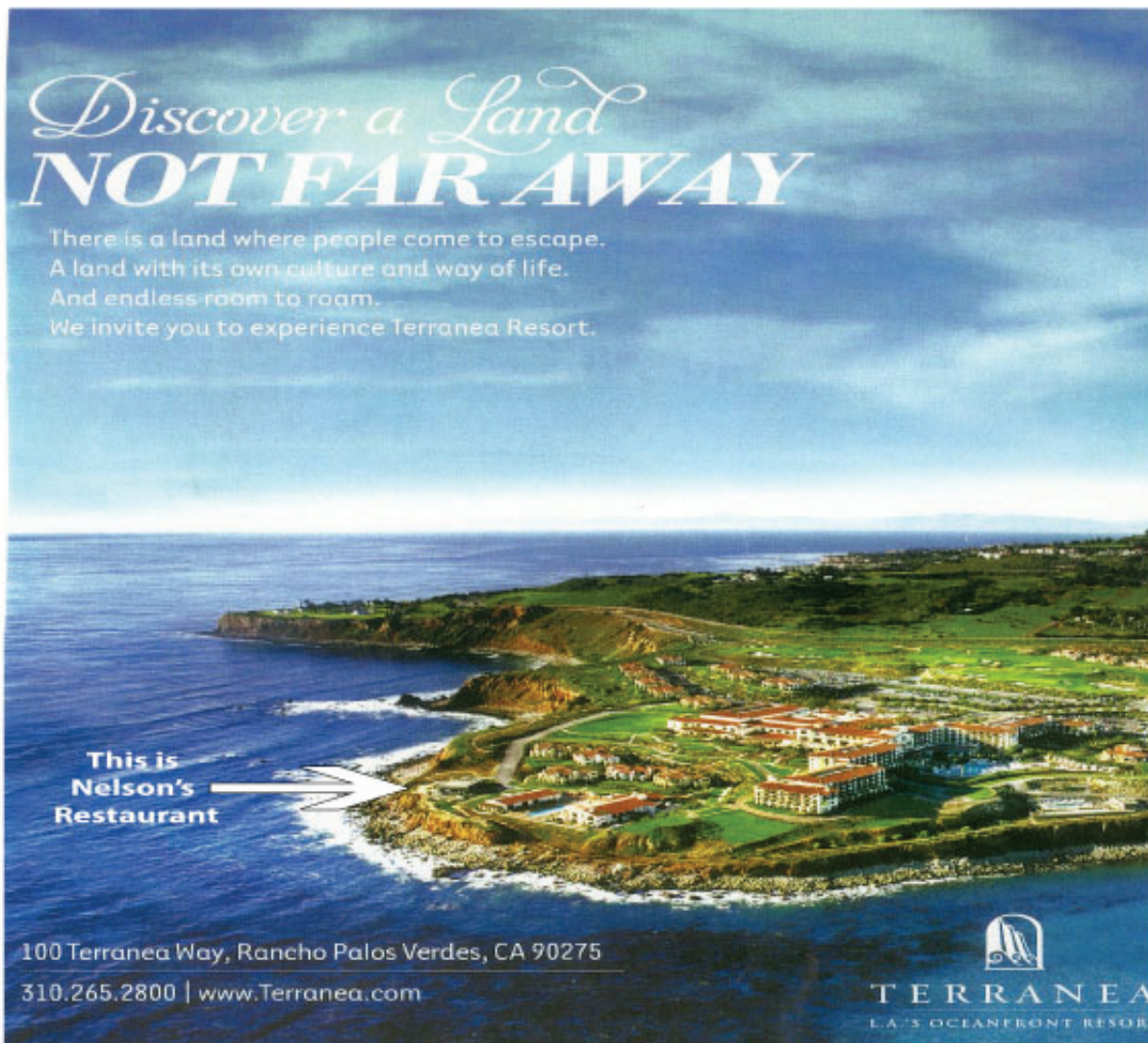
" I've traveled for business and leisure consistently over the past 13 years, and I've had my haircut by quite a few barbers all over the country. Michael Delees's haircut blueprint card is the only thing of its kind I've ever experienced, and the consistency I get from Michael is unparalleled. I can't imagine that Michael (or any other stylist for that matter) cuts at least 150 other heads in between my appointment. I can't believe how anyone can remember what they did for me the last time. Consistency without hassle is what I value, and that's what I get with Michael Delees."

Jeff Wargin Rancho Palos Verdes, Ca.



Just a suggestion

If you make the decision to include me in one of your parts of the Jay Leno's Garage on CNBC, may I be so bold as to make a suggestion. Have Jay and his staff come out to my end of town that is off the Palos Verdes Peninsula and just 15 minutes south of Hermosa Beach Comedy and Magic Club. We will go on a cruise along the back side of Palos Verdes alongside the ocean with Catalina in the back ground, the views will blow you away. We can stop at the World Class Terranea Resort Hotel for lunch at Nelsons Restaurant which sits on the edge of the cliff with the ocean and Catalina as your view. The Terranea was built on the old property that once was Marineland of the Pacific that operated from 1954 until 1987. This is where Sea Hunt the TV Show was filmed with Lloyd Bridges as the star from 1958 until 1961. His name in the TV Show was, Mike Nelson, a scuba diver and that's why the restaurant was named Nelsons. There are lots of pictures inside of Lloyd Bridges and shots from the TV Show. Their hamburgers are to die for. This is just a suggestion but you won't regret it.




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DIRECTV

2Q sees loss of 52,000 customers

By Peter Svensson
The Associated Press

DirecTV, the country's largest provider of satellite TV services, is losing subscribers for the first time, as the company tightened credit policies and consumer appetite for pay-TV services appears to have plateaued.

El Segundo-based DirecTV Inc. said Thursday that it lost 52,000 U.S. subscribers in the April-to-June period. Last year, it added 26,000 in the same period, which is seasonally the weakest of the year.

Other pay-TV companies have reported worsening subscriber trends in the quarter, except for Comcast Corp. and Dish Network Corp., which have reported reduced losses. Time Warner Cable Inc., the second-largest cable company, said Thursday that it lost 169,000 subscribers in the second quarter, a record for the company.

The second quarter is usually a weak one for pay-TV services because students cancel their subscriptions ahead of the summer holidays, and some "snowbirds" cancel their winter home subscriptions before heading to their summer homes. For the past two years, the industry has lost overall subscribers in those quarters.

Cable, satellite and phone companies that sell TV services have made up for the losses with subscriber gains in other quarters, but the gains are running below the rate of population growth, indicating a slow erosion in the willingness or ability of households to pay for TV.

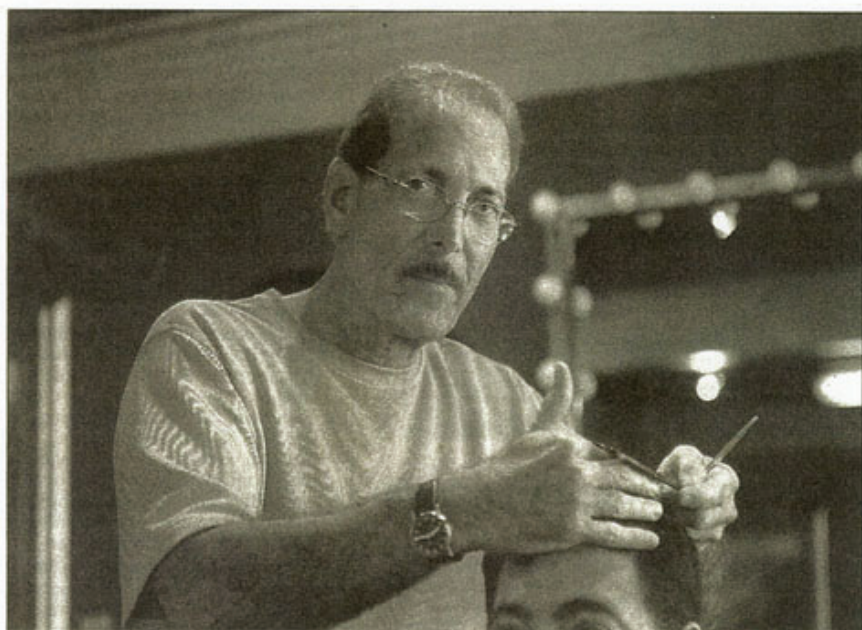
Surveys point to the cost of TV signals as being the chief reason households go without. In addition, more younger adults are living with their parents in the wake of the recession. But anecdotal evidence suggests some households are also eschewing pay-TV in favor of Internet video from Hulu, Netflix, iTunes and other sources.

Rapid subscriber gains in Latin America buoyed DirecTV's results, but earnings missed expectations. Net income was \$711 million, or \$1.09 per share, compared with \$701 million, or 91 cents per share, a year ago.

Revenue rose 9 percent to \$7.2 billion.

CEO Mike White said the

AT WORK



Brad Graverson Staff Photographer

Michael Delees is a hairstylist in Torrance at the Colortec Salon on Hawthorne Boulevard.

Cutting, conversing a dream job for hairstylist

By Muhammed El-Hasan Staff Writer

When hairstylist Michael Delees looks back on his long career, the Torrance resident sees more than just locks of hair strewn on the floor.

He ran hair shows, owned his own salon and talked with countless interesting people as he clipped their hair.

At 65, Delees continues to work at Colortec Salon in Torrance. He was once a partner at the business but gave that up about seven years ago to focus on cutting hair.

How much do you charge?

I charge \$38. I consider myself a high-end men's hair stylist. Each haircut session is about 30 minutes.

Who are your clients?

I mainly do men. I've got two sisters I've been cutting for 41 years. They come here from Orange County.

How old were they when you started cutting their hair?

They must have been about 8.

How many days a week do you work?

I'm semi-retired. I was doing a four-day work-week and in 2000 I went to a three-day work-week. That gives me more time to read, work on my Chevy and enjoy life.

What model year?

I've got a '56 Chevy that I bought in 1964. I was 17 years old. I take it out at least once a week in Palos Verdes. You know how you have to walk your dog? I have to take my car out. It's in real good shape.

What is one of your career highlights?

Producing hair shows. I didn't have anyone to help me on that.

What are hair shows?

Hair shows are for hairstylists, put on by hair product companies. Platform artists go up on stage and talk to the audience. I worked as a platform artist. I was the middleman between the

Find out more

Michael Delees
Cutaway Salon
4007 Pacific Coast Hwy.
Torrance, 310-600-2674

companies and the audience. So when they have hair shows, I would be contracted. I would go with my blow dryer and scissors and they'd supply the models. I would talk about the haircut. I was teaching the hairdressers and explaining it to them. In '77, I started producing my own shows. I did that about three years. I made some money but it wasn't huge.

What's the best part of your job?

Interactions with my clients plus making them happy with their haircut. One of the greatest things about this job is to get paid to talk to people. It's like they come and hang out and I cut hair. It's a great day when I have a bunch of my most interesting clients. I do physicists, mathematicians, entrepreneurs, regular Joes.

And the worst part?

Working with a head of hair that has a mind of its own. Clients sometimes think we can walk on water. Some hair has cowlicks.

What is that?

Hair that goes in every which direction. Problematic.

Who cuts your hair?

My girlfriend. She's also a hairdresser.

When will you retire for good?

I feel fortunate to be in this industry and I don't plan to retire. Maybe when I'm 75 I may go to two days a week. How many people have a chance to talk to so many people without interruption?

muhammed.el-hasan@daillybreeze.com

Follow Muhammed El-Hasan on Twitter at
<http://twitter.com/daillybreezbiz>



Entertaining and compelling real-life stories with valuable lessons on how to succeed in business and in life.
The author is successful business, real estate, and media entrepreneur Dick Kazan.

Michael Delees: You don't have to be rich to be wealthy.

Michael is not rich in money yet lives a life many people would envy. In his youth Michael, now 65 years of age, struggled in school because being severely dyslexic, he could barely read. And he had so little self-confidence, he was afraid to speak in front of a class.

Michael barely graduated from high school, lasted just two months at a community college and dropped out to join the Navy for two years during the Vietnam War. Afterward, at his mother's insistence, he re-enrolled at a community college and persevered to earn a two year degree.

In his career, Michael was directionless until he met a young female hairdresser, and fell in love. She and her dad convinced him to pursue that profession, and he did, breezing through the nine month class.

Michael now knew what he wanted to do with his life and at last everything was going well, as he married this young lady. Their dream was to own a salon and they slashed their expenses and saved their money in pursuit of that dream.

By 1972, they had saved \$8,000 and used it to open a tiny four chair salon, in a space about the size of a small Subway sandwich shop. With their overhead so low, and their client base in place, they began making money.

But their success led to their downfall. Michael loved this business and began holding nationwide shows for such famous beauty firms as L'Oreal Paris and Redken International, as he spoke to audiences as large as 1,000 people.

This man, who years earlier had been afraid to speak in public, was now dazzling audiences, for he was speaking from passion and his self-confidence was no longer an issue.

But being on the road so often cost Michael his nine year marriage, which ended in divorce.

To deal with the painful feelings that followed his divorce, Michael focused on his salon, and added a business partner, Robert Allen. Together, they built a very successful salon. And Michael eventually began what is now a 20 year loving relationship with Melody McClain, a hairdresser who is also a mother and grandmother.

Michael had found happiness with Melody and was now also at the top of his profession.

But in 2000, nearing his 53rd birthday, Michael made a stunning decision. Despite having been a business owner for 28 years, he gifted his salon ownership to his partner Robert and instead just rented a chair there.

Michael politely told his client base, me included, that from then on, all his appointments would be on Thursday, Friday and Saturday only, so he could find greater "balance" in his life.

He then focused on a problem that had haunted him throughout his life: his poor reading skills. "I bought a comfortable chair and a reading lamp and I began reading magazines. Gradually I advanced to reading books. I learned to read with a pencil and I'd underline key passages to help me absorb them, as I went over them a second time."

Michael had finally triumphed over his dyslexia and he became a voracious reader. He also made exercise and better eating habits an important part of his life.

Today, he is in top physical condition and on varied topics such as economics, politics, history, health care, and business, he is one of the best read people this side of a university.

To relax, Michael also cruises peacefully alongside the Pacific Ocean in a classic 1956 Chevrolet convertible, a car he bought in 1964, when he was just 17.

In demeanor, Michael is personable and easy going and enjoys the company of his clients.

"One of the real big things I like in my job is listening to stories from my clients. I find it interesting and I learn from each of them." His clients include physicists, multi-millionaire entrepreneurs, a Rabbi, a Priest, a Pastor and a furniture manufacturer, as well as people who work every day for a living. "I get paid to be a good listener and I learn from them."

In a world where people often sacrifice their lives in pursuit of money, Michael is wealthy without being rich, for he has enough money to live life on his own terms, is healthy and he has a sense of peace and fulfillment.

Success Tip of the Week: As Michael did, if you are dissatisfied with your life, find the courage to change it into one that brings you happiness.

1-800-DENTIST®

Success: A Simple Story

Over the six decades I have danced on this earth, I have met my share of people. In my teen years I danced on American Bandstand for a year; worked with Chuck Blore at his exclusive studios in Hollywood; was wined and dined by Maury Stans, the Secretary of Commerce under Nixon; wined and dined by the heads of AT&T and MCI when I owned 1-800-DENTIST; had the privilege of privately dining with Jaimie Escalante (the math teacher that showed how passion overcomes poverty); worked with many educational Superintendents, Teachers, Senators, Congress-persons, Entrepreneurs, and artists. I also met some fascinating people when I traveled around the world for sixteen months. Currently I am working with Willie Brown, the former Speaker of the House in California and former Mayor of San Francisco. But the gentleman I consider one of the most successful is Mike Delees.

Mike and I met forty eight years ago in a remedial reading class in high school. Neither of us profited from scholastic achievement and our GPA's were dismal. Mike taught me a great deal about girls and the sporting life, and he demonstrated a healthy independence and drive that was very impressive.

Mike and I began living our separate lives and we drifted apart. Both of us married and Mike became a hair stylist and I went to graduate school up in Humboldt, California. One day I received a call from Mike that he was doing a show in Eureka for one of the big hair product companies and invited my wife and me to join him. We watched an auditorium full of people with their heads bobbing up and down admiring and taking in all Mike was offering. It was very impressive.

Over the decades as our lives went about playing out the scripts that we had designed for ourselves, we kept in touch. My life went into the bigger than life arena with my many projects, but I was always impressed that Mike, with only one shop in which he shaped people's appearances, could always have money in his pocket, and still devote half of his waking life in his hobbies and recreational activities.

Mike had motorcycles, numerous cars, beautiful homes on hills with great views, a healthy social life and the gift of helping people get their physical look together. He was always service oriented, but could take care of himself in ways that always impressed me. As I look at my life and the other people I know that have made millions of dollars and lived life large, I always think of Michael and his simple life, with his time and his toys, and I consider him to be one of the most successful of all the people I know. He has given much to people, and has enjoyed the many rewards that that life has provided him.

Bob Goodman
Founder 2001