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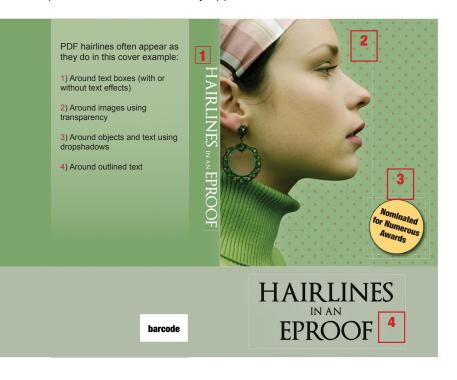
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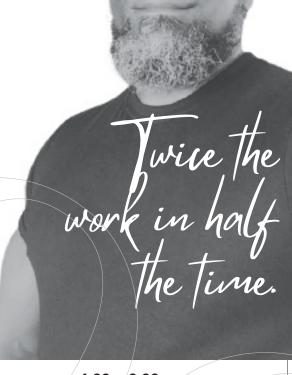




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SHI BAN GONG BE

Seventy-Seven Per of Business Wisdom

MING WANG

Harvard & MIT (MD); PhD (Laser Physics)





SHI BAN GONG BEI

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Seventy-Seven Pearls of Business Wisdom

MING WANG HARVARD & MIT (MD); PHD (Laser Physics)

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A Note

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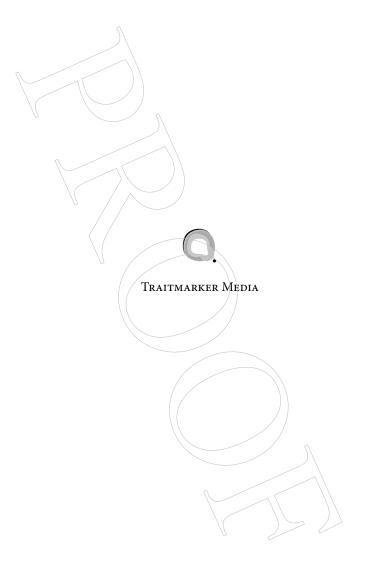
Introduction

Shi Ban Gong Bei is an ancient Chinese saying about accomplishing twice the work in half the time. If you begin anything with the right perspective, you make your life easier. As an eye doctor, I know how important clear physical sight is in my patients' lives.

I also know how important clear moral and logical sight can be to people's lives. Living in tune with the truth of who people are and how the world works can save you untold trouble. Living out of tune with those truths can feel as frustrating as trying to cut a steak with a spoon.

Through my travel, education, and daily work with people, I have gathered the following pearls of wisdom. I offer them to you here in the hope that they will ease your way through life. I hope that using them will lend you the clear spiritual sight that I prize above anything else.

MING WANG | NASHVILLE



SHI BAN GONG BEI

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Seventy-Seven Pearls of Business Wisdom

(Combining the Wisdom of the East and the West to Accomplish Things More Successfully and Efficiently)

MING WANG

HARVARD & MIT (MD); PHD (Laser Physics)



PEARL 1

In partnership, the person is more important than the project.



In partnership, who your partner is is more important than what you will be doing together. Examine the character of a potential partner before entering into a business relationship with them. With the right partner, you may be able to do the right thing. However, with the wrong partner, you may never be able to do the right thing.



PEARL 2

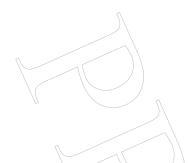
In solving a problem, the matter is more important than the person.



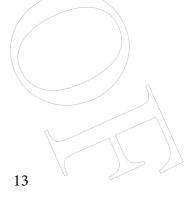
When addressing a problem, you should not focus on the personal attributes of the individual who made the mistake. If you do, you will place the focus on the person, which may incite their ego and create an emotional barrier that could cause them never to be able to see the issue itself. Therefore, you should focus on the issue instead of the person. The goal is to solve the problem and improve the system, not to blame a particular person.



Life is a two-way street.



If you need someone to assist you with your project, you *first* need to do everything you can to help that person with *their* project. Then they will be more inclined to help you with yours. A person who always wants to take but never give will never be successful.





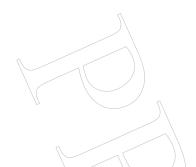
Make it easy for others to help you.



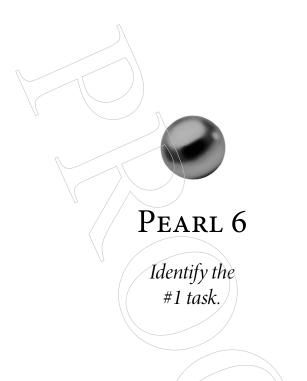
If you need help with your project, Lyou need to first accomplish as much of it as you can yourself. Don't be lazy. If the person from whom you need help sees that you truly care about your own project and that you have already done as much of it as you can yourself before you ask for help, they will be more willing to assist you. Furthermore, the more you have done yourself prior to asking for help, the less they will have to do, so the easier it will be for them to help you.



Why am
I here
today?



hatever you are doing, always be willing to step back for a moment, look at the whole situation, and ask yourself this key question—"Ultimately, what is the real reason or purpose of me being here today?"





When faced with many challenges, *rank* them in order of importance so you can devote *most* of your attention to the #1 task. The ability to rank is at the core of the human experience!



PEARL /

Apply logic to everything you do.



A pply logic to everything you do—whether it is big or small—and ask yourself two questions: "Does it actually make logical sense?" and "How can I solve this problem more logistically?"



PEARL 8

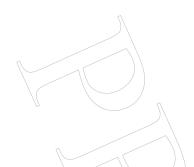
Check things orthogonally.



Then you check something for accuracy, try *not* to use the same method that you used to obtain your initial result. Because if there was an error with that method, you would likely make the same mistake again! You are much more likely to catch an error if you use a completely different and unrelated—i.e., orthogonal ("in logic")—method the second time.



Focus on content before form.



Content is *more* important than form, and substance is *much more* important than formality.





PEARL 10

Focus only on what you do and the things you can control.



Don't worry about what others do. Focus *only* on what you yourself can do. Do not waste any time on things that are not under your control. Focus *only* on things you *can* do or change.



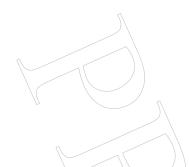
Learn from the mistakes of others.



Lers, so, hopefully, you won't have to make the same mistakes yourself.



Stay focused on the point.



Don't be distracted by examples that people use. Aways keep your focus on the issue itself.

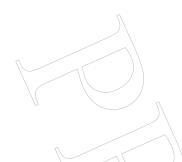




Don't try to change someone else. Adapt and change yourself. You cannot change another person anyway, but you can change yourself. Your ideal work partner should be someone who—at the onset—already possesses many attributes that will enable you to work well together. If adjustments are needed after you begin working together, adapt and change yourself.



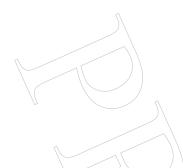
Success is measured by effort, not by the result.



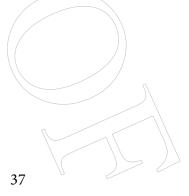
Success is *not* defined by how much we have accomplished but by whether or not we have made our *best* effort. If you have done your best in everything you have done, then you are successful!



People will do what others have done in a similar situation.

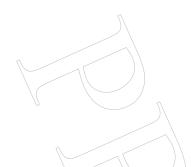


If you want someone to do something, first try to identify and then convey to them what others in a similar situation previously have done since people generally feel *more* comfortable doing something that has been done by others who have been in their shoes.





Can I do this a bit better?



Whatever you are part of whether it is a process or a product—always be willing to ask yourself, "Can I do this *a bit* better?"



Help others to recall the issue first.

Then you follow up with someone on an issue, remember that—although you are fully aware of it (since it is your issue)—they may not be! So, first, try to help the person recall what it is all about so they won't have to spend extra time themselves figuring that out. If the individual has to do that, they may very well end up not doing the things you want them to do because it seems like it would be just too much trouble. And it is not even their project to begin with!



Always be prepared with a back-up plan. Whatever you do, go into it fully prepared with at least a "plan B"—and sometimes even a "plan C." When something unexpected happens and you are not already prepared with an alternative plan, going "back to the drawing board" is a total waste of time!



Improve the system itself.



When solving a problem, don't be satisfied with only solving the problem itself. Instead, try to examine *the system* from which the problem arose in the first place and find ways to improve the underlying system itself.



PEARL ZU

Identify the real intention of a person.



The real intention of a drunkard is not necessarily in the wine. Someone may appear to want something, but they may *really* want something else.



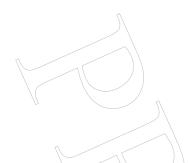
Listen, then speak.



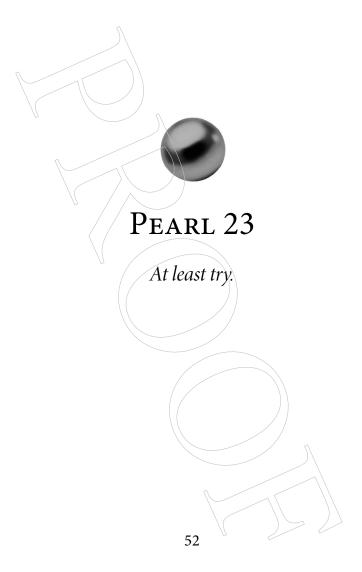
Listen first, let people finish what they are saying, and *then* speak. If you wait, you will avoid speaking prematurely.



Among life's uncertainties, identify the few things that are, indeed, certain.



When faced with many uncertainties, identify among them the few things that *are* indeed certain, and then hang your hat on them.





If you don't even try, you have zero chance to succeed. But if you try—even when you only have a 1% chance—it is still much better than the zero!



There are three criteria to determine if you do need to solve a problem.



oes the problem indeed exist? Is it actually a big enough problem to merit the time and effort that it will take to solve it? Will solving it *really* matter?



On what does human happiness depend?



It is not how much you have or how much you want that determines your happiness in life. Human happiness depends on the distance between *how much* you have and *how much* you want. The smaller that distance is, the happier you are.



Restate the question, please.



Before we hurry to answer a question, sometimes it is helpful to ask, "Could you please restate the question again?" Clarifying what has actually been asked of you is often *half* the battle.



The goal of life is to live.



The goal of life is not about seeing how much we can accomplish but about whether we are happy throughout the journey. Life is not about feeling that we have "arrived" at wherever. It is about enjoying the *process* of trying to get there.



You can actually change the reality around you.

The traditional wisdom that you can't really change your surroundings and the reality around you is actually wrong. In fact, you can! If you are always positive, always choosing to try to do something rather than not trying at all, always deciding to look at the glass as half full rather than half empty, then eventually you will find that the people around you have all somehow magically changed and now are all happy! How did your surroundings change like this? Well, this is because you have caused it to change! You have chosen to be positive, and you are actually the one who has *created* a similarly happy reality and environment around you! You can change it if you so choose. Your subjective choice *does* influence the objective reality around you!



Do everything a little better.

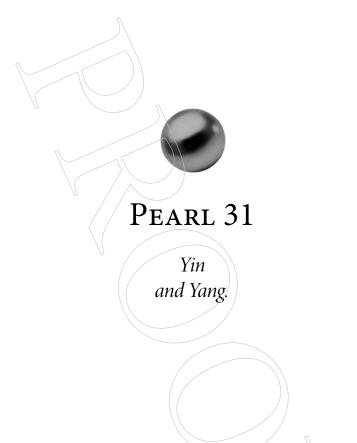
ontrary to popular belief, people who are successful in life often do not have incredible, earth-shattering, unique skills and/ or secrets that others don't have. They are just slightly more diligent and alert: always watching with everything they do to try to find opportunities to maximize their efforts in order to do a little bit better than others. They may do just 1% better than others in one thing, but cumulatively, they eventually end up doing much better in life overall than most of us.



90%
of what we think
is happening to us
is actually our
reaction to it.



A fall the things we think are happening to us, 10% is indeed the things that happen to us over which we have no control. But 90% is actually our reaction over which we do have control. So, if we can modify or improve our subjective reaction, we can, in fact, overcome and control 90% of what we believe are objective things that are happening to us.

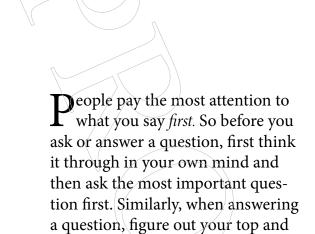


Life is about balance: yin and yang. Going to one extreme often generates exactly the opposite effect of what you desire. If you are extreme in your efforts at something, you can actually end up being non-productive and bad at accom-

plishing the desired goal.



Before you speak, first rank your questions or answers.



most critical answer and state that

first.



A frog at the bottom of the well does not see the horizon.

ach of us is a "frog at the botitom of a well." That is to say, our perspective, basis for judgment, and opinions are limited by our own experience and exposure. We look up and see a small round patch of clear sky and believe it is a beautiful day! However, when we climb out of the well up to ground level and are now able to look around at the entire sky, we may realize it is actually a cloudy day! We see that the small patch of sky that we were able to see earlier when we were at the bottom of the well was actually not at all representative of the whole situation!



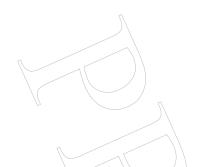
The goal of our communication

is understanding.

The *goal* of our communication should *not* be to get a chance to just talk! The goal should be to make sure that our listener(s) understand what we are talking about. Don't just continue talking and be oblivious to whether or not your listener understands or even cares at all about what you are saying!



Every student has a best teacher.



The best teacher is not someone who knows the most but rather someone who knows the most about what their students know.





People may be wrong, but they still want to be respected and heard.



Although people may be wrong, they still want to be respected and heard, so respect them and let them fully express their opinion. Consider carefully what they say.



Left and right brains—

1+1>2!

right-brain dominant person is supposed to be creative and artistic, and one who is considered a left-brain is rational and logical. However, we should not be limited by these classifications (e.g.)—"I am a right-brain person, so I am not good at logical things." Instead, engage your right brain to help you with logical tasks, such as applying artistry to precision eye surgery, and summon your left brain to help your creative work, such as applying mechanical and physics principles in learning ballroom dancing. Rather than treating them as two isolated halves, our right and left brains are meant to work together, synergistically. It is a situation where 1+1 equals actually more than 2!



Don't do it, don't write it.



If you don't want people to know what you are doing, then simply don't do it. And if you don't want people to read what you have written, then don't write it!



Don't criticize unless you have a better idea.



I f you don't have a better idea, then keep your mouth closed. If you want to criticize something, always be ready to offer what you believe is a better solution.



The ultimate drive in life is love.



The ultimate drive in life is to *love* what you do! If you don't, then change what you do!





Maintain fairness, independent of human bias and favoritism.



A system is truly fair if it is independent of the identity of any particular person who is placed in that position or system.



Blindness to reality is the ultimate failure.



A human being, if left to their own devices, is bound to become corrupt since we are all selfish by nature. The best way to develop a solid, incorruptible system is *not* to rely upon any assumptions of the goodness or unselfishness of any human being. It should be a fair system, and no one should be above that system.



Today is important too!

esterday is what we have done. Tomorrow is what we will do. But how about today? Should today merely just serve to remember what we did yesterday and prepare for what we will do tomorrow? That is not fair! Today has the right to be its own day! Focus on today, stay in the moment, and make the best of right now! Think about it: the reason that we actually need to constantly remind ourselves as such is because we naturally really don't do this. Instead, we tend to focus only on the past or future and ignore today!



Make a deal you would be happy to accept.



A truly fair business deal is one in which you can picture yourself stepping into your partner's shoes—and when you look at the deal from that perspective, it is still fair. In all human interactions, always be willing to look at things from the other's prospective.



Establish validity before you examine efficacy.



If Johnny always tells lies, you are not going to listen to anything that he says! So before you consider what a person has to say, first spend some time examining their validity. Only evaluate what a person actually says *after* you have the chance to first establish that they are indeed reliable and that their opinion (whatever it is) is indeed worth considering.



Never assume that you are the smartest person in the world. If people do something in a different way than you do it, don't just dismiss their way, believing you are a smarter person. You will be proven wrong! People do things in certain ways for a reason. It is better to be humble and study what they do and why they do it, as there is always something to learn from everyone.



Start with the big picture.



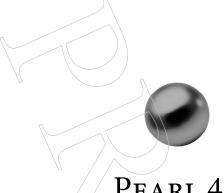
You can't see the forest for the trees." So always start with the big picture (the "forest") before being bogged down with individual details (the "trees").



Kill many birds with one stone.



The best way to improve efficiency is to identify the commonalities among the tasks that you need to do, and try to do just one (or very few) thing(s) that will take care of everything.



PEARL 49

Improve the method of how something is done.

79% of us focus on accomplishing **7** a job, but only 1% do more than that. After a job is done, 99% will move on to other things, but the 1% linger a bit longer, ponder and reflect, "Can I do this sort of thing a bit better the next time around? Has another person finished this job in a way that was actually better than mine? What can I learn from this experience so I can improve the way I do things in the future?" The nature of the work that we do will not stay with us (since we will do different things tomorrow), but, the improvements in our method of doing things, which are made by learning from this experience, will indeed stay with us and will benefit us in the future.



PEARL 50

To be successful is to work selectively.

eople say that in order to be successful, one has to be talented and work hard. While these two factors are indeed two of the top three qualities needed to be successful, however, neither is actually the #1!/The most important thing to do if you want to be successful is to work intelligently by selecting only a few things, focusing on them, and doing the best you can with those few things. The goal is not to continue adding to your to-do list, but rather to work on subtracting various things on your plate until there is actually nothing left to subtract.

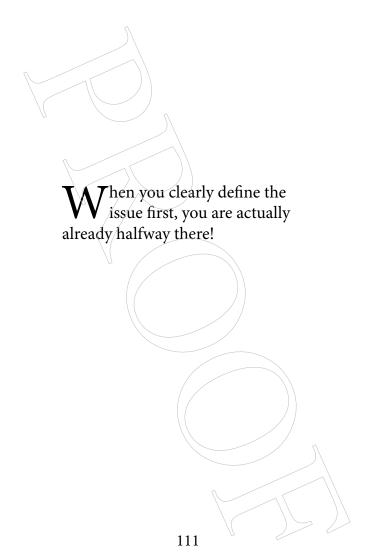


Maximal alignment means minimal work.

In a business collaboration, maximal alignment of interests in the beginning produces minimal work later. The opposite is also true: minimal alignment of interests among the various parties early on often ends up necessitating a lot of unproductive work later.

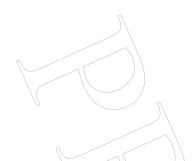


Clearly define the issue first.





Fiduciary responsibilities cover both parties.



The fiduciary responsibility of a leader is to listen to and carefully consider a team member's suggestion. The fiduciary responsibility of a team member is to accept a leader's final decision and do it!



PEARL 54

More important than doing things is learning how to behave while doing them.



while what we do changes over time, how we do things, as well as our human quality and attributes that are reflected through the things we do and how we do it, does *not* change. For example, do we do what we have promised? Are we good communicators? Do we know life is a "two-way street"?



A proud person eats what is bitter.



If the things we do don't turn out how we had hoped they would, yet the decision to do them was our own to begin with, then we as human beings tend to be more accepting of the outcome than we would have been if the decision to do them was made for us by others. The reason for this is that in the former situation, we have no one to blame but ourselves.



You can make yourself

make yours happier.



I uman beings become unhappy when we unwisely compare what we have with the ideal and often non-existent alternatives! So, the way to make ourselves happier—which does work every time—is to compare your current situation only with other existing alternatives. As long as your current situation is better than all other existing alternatives, you will be happy!



Pick the longest straw

you see.

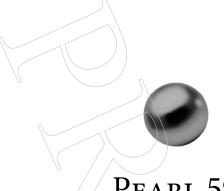


Ve sometimes are stuck in inaction because we feel that the method that we have is still not the perfect one. Well, the 100% ideal method actually does *not* exist! So, as long as what we are considering is the best among the existing choices of method, then let's do it! Ideal height does not really exist at all. Life is about picking the longest straw.



Two references provide double security.

Por important things, always use "double security" measures. For example, in communication, use BOTH the date and the day of the week, since our chance of making mistakes for BOTH is very slim.



PEARL 59

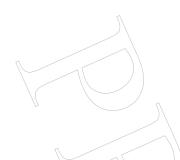
Focus on improving yourself,



Some people live by focusing on [the errors of] others or even by trying to sabotage others (e.g., a competitor). A *much better* and productive way of living, however, is to focus on *yourself* (i.e., how to improve *yourself*).



While in safety, think of danger.



Even when things are going well, don't become complacent. Think of things that could go wrong. If they do go wrong, how would you deal with them?



Do not trust people blindly.



I f someone promises you something, don't just listen and trust it. Look for system reasons, reality, and facts that will ensure what they said is indeed true.



Choose the rare path.



Don't crowd in on the road much traveled. It is hard to get ahead, and it does not differentiate you. Identify and travel a road *less* traveled and build your life uniquely.



The 75% Rule—

don't follow rabbit trails.



When looking at anything, always examine the situation in a majority of the cases (75%). Don't get bogged down with exceptions.

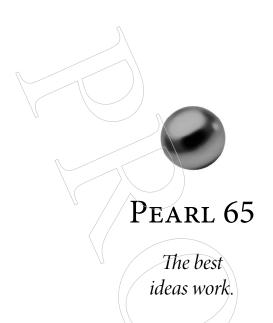


PEARL 04

Learn why you succeed and why it worked.



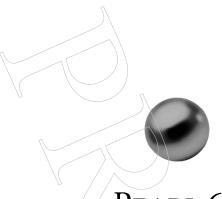
Then something worked in life, stop, and pause, and contemplate, "Why did it work? Are there any lessons that can be learned?"





No matter how good an idea was, move on if it does not actually work!





PEARL 66

Speak in the language of the listener, not the speaker.



The goal of communication is to be understood. So, speak in the language of the listener, and *not* that of the speaker!



Pearl 67

Investigate all available choices.



Before making a decision, make sure that you have indeed examined carefully *all* of the available choices. Jumping into making a decision and then finding out that there are actually choices that were not considered, is a waste of time!



Have no halfway partners.



Either involve someone in a whole discussion, or do not involve that person at all. A person who does not know all of the factors that apply to your situation will waste your time with unworkable options and irrelevant advice. Involving someone halfway is the best way to create confusion!



PEARL 69

Choose the time to stand on principle.



A customer is always right when you are in front of that customer. Sometimes, you must choose good will between people over being right. Do your best to balance kindness and correctness.



The best life balances virtues.

ack of effort hurts productivity, while extreme effort uses all of our energy and leaves us unhappy. So, life is always an optimization process. Finding your particular balance gives you a good life. (If the vertical (Y) axis is productivity or happiness, and the horizontal (X) axis is human effort (from 0% to 100%), then life is always a bellshaped curve. While 0% effort will get us nowhere (low values in the Y axis), trying while ignoring the writing on the wall (100% effort) is also detrimental and non-productive (also low values in Y axis). So life, is always, an optimization process, i.e., we keep on working and exploring to find that particular location on the X axis (particular % of effort) where the vertical Y axis value (productivity/happiness) is at a maximum).



PEARL 71

When evaluating a situation, use BOTH subjective (mental impression) and objective (factual data) approaches.



In assessing a person or a situation, be sure to have *both* subjective and objective info.



PEARL 72

Focus on the problem that you can do something about.



hen faced with a list of problems, focus only on the problem that you can do something about.



People have a one-track mind.



People are there for one reason and one reason only. They don't pay attention to anything else.

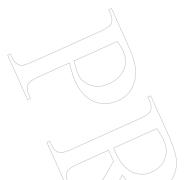




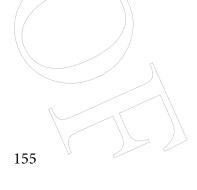
PEARL 74

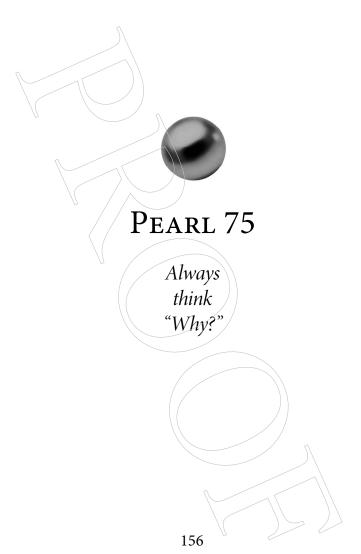
What ultimately matters?

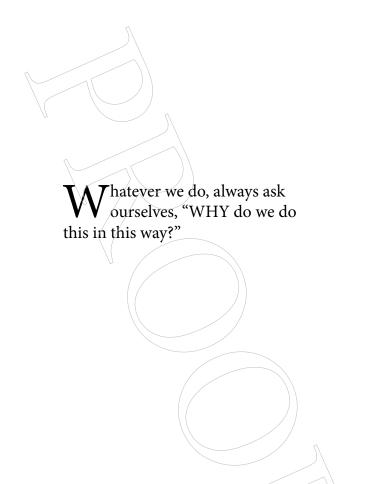


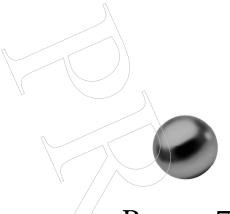


What ultimately matters, is *not* what you think you said. It is what is understood by the listener.



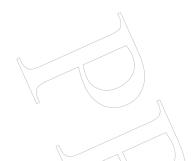




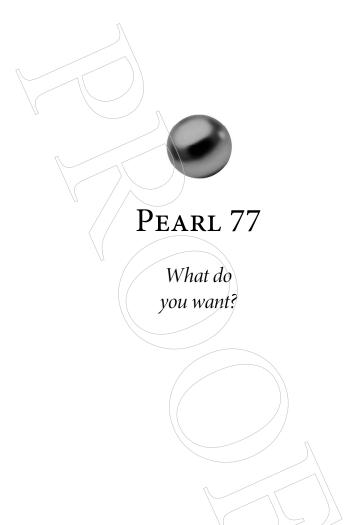


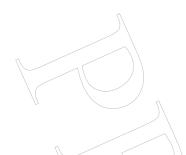
PEARL 76

Commitment comes before "how."



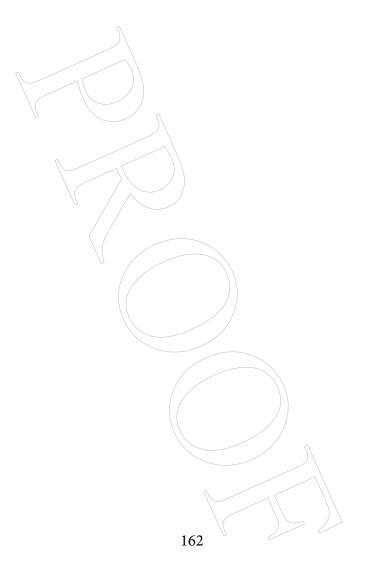
Don't worry about how to do something until after you are, indeed, sure that you really want to do it!





Life has less to do with what it will give you objectively, but more with what you want subjectively.







ABOUT THE AUTHOR

Dr. Ming Wang is a Harvard and MIT graduate (MD, *magna cum laude*), and is one of the few laser eye surgeons in the world today who holds a doctorate degree in laser physics. He is the director of Wang Vision Institute in Nashville, TN and CEO of the U.S. division of Aier Eye Hospitals, the world's largest eye group with 900 eye centers on three continents, 80,000 employees, and a market cap of \$100 billion.

Dr. Wang has performed over 55,000 laser vision procedures, including on over 4,000 doctors, as well as the world's first laser artificial cornea implantation. He published 10 ophthalmic textbooks and 120 scientific papers, including one in the world-renowned journal *Nature*. Wang Vision Institute is the only center in the

state that performs these state-of-the-art vision procedures: SMILE (small-incision LASIK) (18+), Implantable Contact Lens (21+), Forever Young Lens (45+) and laser cataract surgery (60+).

The award-winning film Sight (angel. com/sight), the first first-generation Chinese American immigrant film in American mainstream media with a nationwide theatrical release (2,118 theaters), is based on Dr. Wang's autobiography From Darkness to Sight, and co-stars Terry Chen and Greg Kinnear.

As a teenager, Ming endured poverty and hardship in China and came to America with only \$50. He earned two doctorate degrees—one in laser physics and one in medicine—and graduated with the highest honors from Harvard Medical School and MIT.

The amniotic membrane contact lens, which Dr. Wang invented and for which he holds two U.S. patents (which he has donated to the world), has been used by tens of thousands of eye doctors in nearly every nation in the world to restore eyesight to millions of patients. Today, the amniotic

membrane contact lens is a \$5 billion industry and has transformed the world.

Wang Foundation for Sight Restoration has helped patients from over 40 states in the U.S. and 55 countries, with all sight restoration surgeries performed free of charge. Dr. Wang was named the Kiwanis Nashvillian of the Year for his lifelong dedication to helping blind, orphaned children from around the world.

Dr. Wang also received the Honor Award from the American Academy of Ophthalmology, the Lifetime Achievement Award from the Association of Chinese American Physicians, NPR's Philanthropist of the Year Award, and an honorary doctorate degree from Trevecca Nazarene University.



ABOUT THE PUBLISHER

Born into a military family in 1972, Robbie Grayson III's upbringing unfolded against the backdrop of Cold War Europe. Commencing elementary school in 1977 (Bitburg Elementary School) and culminating in a high school graduation in 1990 (Mehlingen Christian Academy) in former West Germany, Robbie's formative years were also marked by four transformative years in England (1983-1987). His experiences, deeply influenced by the geopolitical tensions of the era, fostered a curiosity about the world and a diplomatic outlook.

While traveling Europe with his family and attending DOD (Department of Defense) and private American schools, Robbie encountered a diverse array of individuals and witnessed significant historical events. The tumultuous late 1980s,

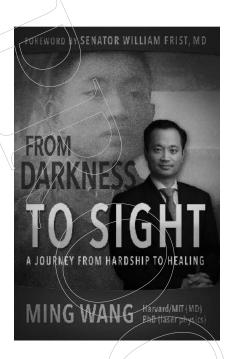
in particular, left an indelible mark, as he experienced firsthand the reverberations of revolution, notably the Fall of the Berlin Wall (1989), the crumbling of Perestroika, and the eventual collapse of Communism.

Following graduation from Pensacola Christian College in 1996 with a B.S. in Elementary Education, a minor in English Literature, and an eclectic concentration in psychology, Robbie founded the alternative education program Stone Table School in Franklin, Tennessee, where he dedicated himself to the minds of Music City's elite youth until 2011. Since then, he has been involved in book publishing.

Robbie has been married to his wife, Sharilyn Suzette Smith-Grayson, a writer and educator, since 1997. Together, they have six children. They live in Franklin, Tennessee—"The Malibu of the South"—where Robbie maintains a grounded presence and frequently can be seen at a Starbucks in the historic district of Downtown Franklin.



The film *Sight* (angel.com/sight) is based on the autobiography *From Darkness to Sight* by Dr. Ming Wang, co-starring Greg Kinnear.



Dr. Wang's autobiography

From Darkness to Sight, based on which
the film Sight (angel.com/sight) has been made,
is about his journey from China to America
and from hardship to healing.

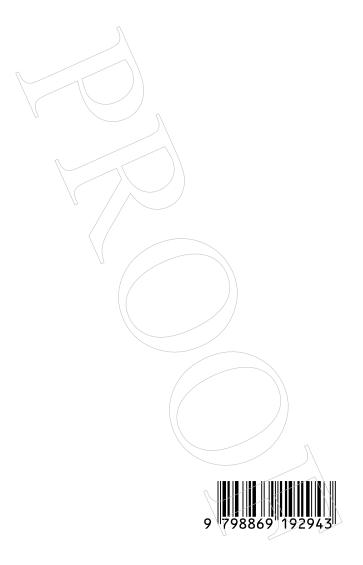




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