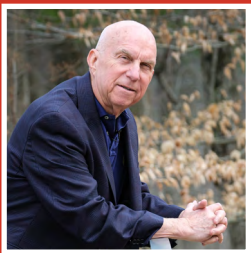
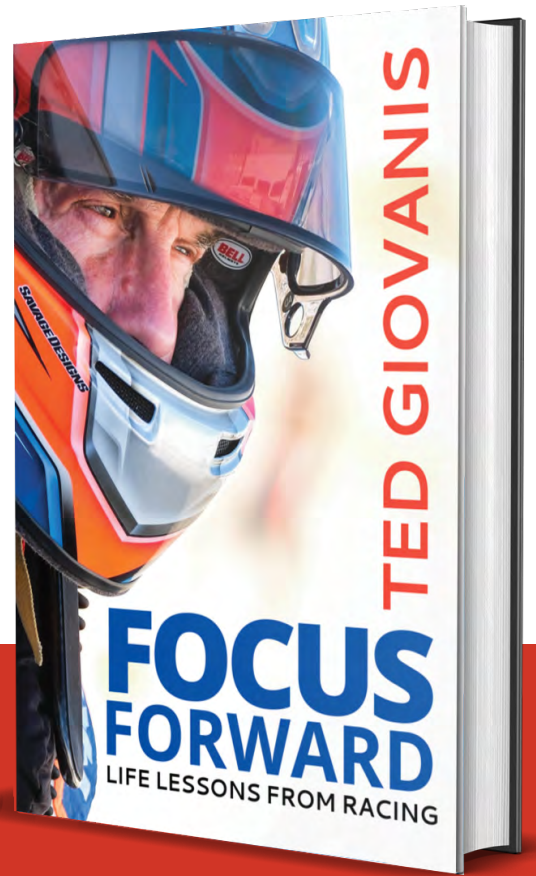


**Life comes at you fast  
when you're traveling  
180 miles per hour...**

**It's also where you  
can learn the most  
valuable lessons.**



An Invigorating New Book from  
Professional Racer, Thought  
Leader, and Philanthropist  
**TED GIOVANIS**



"I have always believed that motorsports—especially endurance sportscar racing—teaches invaluable life lessons to all who participate. In Focus Forward, Ted Giovanis has done a masterful job of bringing this to life."

—John Doonan, President, International Motor Sports Association

**Ted Giovanis is available for interviews,  
events, speaking engagements, and more.**



Available November 7, 2023  
ISBN: 9781637555033  
\$28.00 US/\$37.00 CAN

## ABOUT **FOCUS FORWARD**



Life comes at you fast when you're traveling 180 miles per hour. For Ted Giovanis, it's also where you can learn the most valuable lessons.

In forty-eight accessible and inspiring chapters, he shares the experience he's gained since starting an auto racing career at age forty-six, a ride of three decades that is still in overdrive. He shows you how the tools of racing and the teamwork within it are applicable to life and business.

The veteran of Washington's health care policy and regulatory battles has learned to navigate a very different course as a professional driver and team owner in the International Motor Sports Association. You may not know about Type 1 turns, outbraking, or be able to distinguish down force from dive planes, but by the time you reach the checkered flag of Focus Forward, you will have a better sense of how to live with more purpose and gratitude. Whether preparing in the garage, taking practice laps, or revving the engine for the start of the race, Giovanis puts you in the driver's seat with him to make the most of every day.

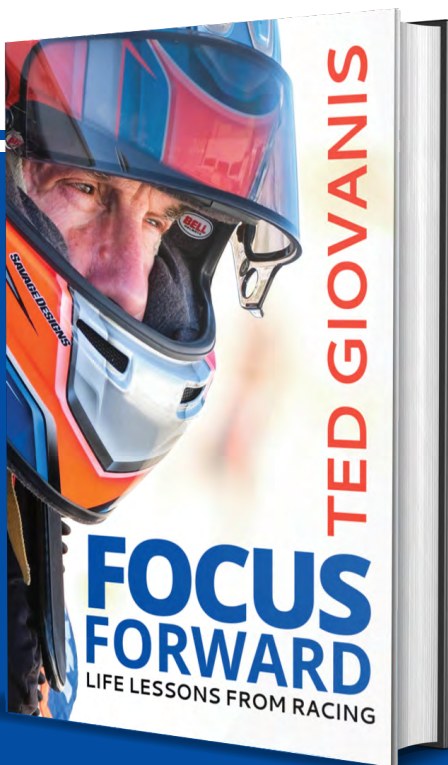
## **PRAISE *FOCUS FORWARD***

“I’ve greatly benefited from Focus Forward’s wisdom about everyday life, which is delivered by a tenacious competitor, a deep thinker, and a razor-sharp student of sportscar racing.”

—Hugh Plumb, professional race car driver and  
Team TGM general manager

“Motor racing needs application, dedication, and an unusual blend of forward-planning, reading the situation, and super-quick decision-making. In Focus Forward, Ted Giovanis reveals how this recipe provides results in all aspects of life away from the track.”

—John Hindhaugh, broadcaster and founder of Radio  
Show Limited, which airs over 7,000 hours of  
live motorsports annually.



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## ABOUT TED GIOVANIS

Ted Giovanis has been competing in road racing for more than three decades and began his professional career in 2006, at the age of 61. Today, he is the owner of Team TGM and he races in the International Motor Sports Association series. He has competed throughout the United States and Europe, including 24 Hours of Daytona and the Ferrari Challenge in Monza, Italy. In 2020, he clinched the International GT Championship. He is the previous record-holder at Nelson Ledges road course in Ohio.



Ted is the founder of the Jayne Koskinas Ted Giovanis (JKTG) Foundation, which funds innovative medical research, data analysis, events, and other projects. In 2023, the Giovanis Institute at Johns Hopkins Medicine was established to focus on the cellular aspects of cancer.

Ted is the award-winning author of *Beyond Fear: How I Fought the Feds for Six Years—and Won*. The book recounts how he overcame long odds to prevail in his lawsuit against the federal government, resulting in one of the largest court settlements in the history of Medicare.

**LEARN MORE AT [TEDGIOVANIS.COM](https://tedgiovanis.com)**

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**In an interview, Ted can speak to:**

- Purpose and gratitude as the keys to happiness.
- How to rev the engine of your daily life.
- Aging...without getting old.
- How to “focus forward” when life forces you to start over.
- Teamwork as a transformational force — at work and at play.

# Q&A WITH TED GIOVANIS

## What is the purpose of this book?

To outline the parallels between automobile racing and life. While these parallels may seem far-fetched, there are several direct relationships. As such, this book is intended to be a guide to life. I firmly believe that everything I've needed to know in life I learned from racing. It has been an expert guide for navigating everything that happens, day in and day out. I have learned countless lessons from racing, and in this book I have attempted to put them in the context of racing and apply them to real-life situations.

## Is there anyone who has had a big influence on your thinking?

The teachings and talks of Mike Vance, a former executive at Disney, have helped me evolve in my thinking and become what I am today. I have listened to his talks on leadership and creativity and they have helped me in different parts of my life. His ideas have become ingrained in my thinking and they have shaped much of the substance in this book. He had a very positive and forward-looking philosophy.

## What's a common misconception about racing?

Many believe that it's more complicated to drive a racecar at night than during the day. This is not necessarily the case. In daylight, our field of vision is very broad. In our peripheral vision, we see not only the track surface and the corner stations but also trees, grass, etc. At night, our field of vision tends to be more focused. This is partially a function of our headlights only illuminating a portion of what's ahead of us. Because we are more focused, driving at night can actually be easier than driving during the day.

## What are the risks of always looking backward?

"Driving with your mirrors" means that you are focusing too much on what's behind you and not what's in front you—where you are going or want to go. Remember that the future is forward, not behind. If you dwell too much on the past or prior mistakes, you will tend to make another or even the same mistake again. The best approach is to quickly evaluate things that have occurred and then make a commitment to correct them in the future. Always focus forward.

## **Q&A WITH TED GIOVANIS CONT.**

### **Your book features inspirational quotes at the start of each chapter. Do you have a favorite one?**

“Try not. Do or do not. There is no try.” Yoda

I like this quote because whether driving a racecar, or just pursuing any goal whatsoever, we need to believe we can do it. When a driver goes into a high-speed turn at 120 mph, he needs to “know” he can make it. Confidence is important, but it needs to be underpinned by the knowledge of having done the necessary prep to achieve the task at hand. That means having engaged in “perfect practice.” If you’ve done that, and believe in your ability, you are likely to achieve.

### **Can you talk about the importance of setting goals and making lists?**

We should all set goals. I have personal goals, financial goals, relationship goals, racing goals, etc. Goals get converted into tasks. Generally, the tasks are on the lists. I prepare a master list, but I also have a list for every day, including weekends. Then I prioritize the list and work at getting things accomplished. Even when I have items left on the list that were not accomplished, it doesn’t bother me or demoralize me. The unfinished items are merely items for tomorrow or next week. Because I’ve prioritized, the important things are getting done.

### **Can you talk about your teammates?**

A certain bond develops among teammates. You become closer—almost like family. That bond creates a closeness and caring for one another. The bond strengthens in the face of adversity, like an injury, because everyone cares for each other. They’re like the bonds that evolve between soldiers in battle. It’s the reliance on one another, the respect for one another, and the ability to help each other out regardless of the situation. A team is not simply a group of individuals with multiple individual interests or goals that just so happen to wear the same uniform. No, teammates share a common goal and they work together to achieve that goal and are willing to do what’s necessary to achieve it.

## Q&A WITH TED GIOVANIS CONT.

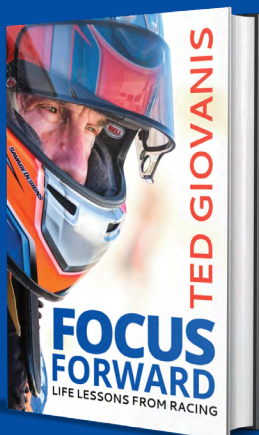
### What's are the capstone messages of this book?

Develop a plan and strategy for achieving your goals. Then you begin the process and move toward your goal. It shows we don't know what things we are going to encounter, but we deal with what occurs in the best way we can with the resources we have. We prepare, persevere, progress, achieve, reposition, achieve again, and eventually attain greater performance than we imagined possible.

Also, quitting is not an option. Create your plan and then begin executing that plan. There will be disappointments, surprises, and unanticipated changes in the environment. But you change plans and move on—forward. You do not stop, you adjust, reposition, you continue to progress. Even if you don't achieve everything you want, you learn and that learning helps you improve and overcome the next challenge.

### You are 77. Have you thought of retiring?

Someone once asked me that. I responded, "What I just heard you say is that I know more than I've ever known, know more people than I've ever known, make more money than I've ever made, and so I should just quit?" That made no sense to me. I have to stay in the game. You must aim for a lifetime of continuous learning and evolving. Mike Vance would say there is only one time when you stop leaning and that's when you're dead. I'm still going and will continue as long as I can. I am contributing—you should too. It feels really great.



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