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**For Immediate Release**

**TOO SMART TO BE AN UMPIRE**

By Jack Oujo

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**WHEN THE DREAM ENDS, THE REAL STORY BEGINS**

**Jack Oujo's New Book, TOO SMART TO BE AN UMPIRE,  
Explores Failure, Reinvention, and Building a Business  
Based on Discipline and Trust**

In **TOO SMART TO BE AN UMPIRE**, financial advisor Jack Oujo tells a deeply personal story about ambition, loss, and the courage to start over. What begins as a behind-the-scenes look at professional baseball ultimately becomes a powerful narrative about reinvention — and about building a meaningful career in financial services, where trust and discipline are key.

Oujo's early life revolved around baseball. When he realized he would never play in the Major Leagues, he discovered a different way into the game: being an umpire. Gifted with an exceptional ability to call balls and strikes, he advanced rapidly through the minor leagues, working with future Major League umpires and officiating games that included legendary players, managers, and owners. His rise culminated in Triple-A, the final step before the majors and a level reached by only a small percentage of aspiring umpires. Then, abruptly, it ended.

Released at Triple-A, Oujo found himself facing an identity crisis familiar to many former athletes and high achievers. The career he had sacrificed for — financially, physically, and emotionally — was gone. He was in his early thirties, carrying a negative net worth, and forced to confront a reality few people openly discuss — what happens when effort, talent, and discipline are not enough.

**TOO SMART TO BE AN UMPIRE** does not romanticize this moment. Instead, Oujo writes

More

candidly about disappointment, fear, and the slow erosion of confidence that follows professional rejection. The book's emotional center lies in this reckoning – and in the difficult decision to rebuild rather than retreat.

That rebuilding led Oujo into the investment advisory business, a profession every bit as unforgiving as professional sports. Starting without inherited clients, institutional backing, or a financial safety net, Oujo describes his transition in detail, revealing how the skills developed on the baseball field – preparation, decisiveness, emotional control, and credibility – became the foundation of his success in finance.

Oujo offers an in-depth look at building a durable advisory practice. Rather than chasing quick wins or commissions, he focused on long-term, tax-smart planning, risk management, and building trust that could withstand economic downturns and personal crises.

Over time, that approach paid off. Oujo built a successful, multi-million-dollar financial advisory firm and became a trusted advisor to generations of families. Clients relied on him not only for investment advice, but for steady leadership during moments of uncertainty—market crashes, career changes, illness, and loss.

Part sports memoir, business story, and meditation on resilience, **TOO SMART TO BE AN UMPIRE** speaks to anyone confronting the loss of an identity they once believed defined them. It challenges conventional ideas of success and argues that true achievement is not about clinging to a single dream, but about applying one's strengths where they can compound over time.

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### **About the Author**

Jack Oujo CPA/PFS, CFP®, MS, is the founder of Oujo Wealth Strategies, one of the nation's largest tax-focused wealth management firms. He has a bachelor's degree in accounting from Seton Hall University and a master's degree from Fairleigh Dickinson University. In addition to running a free youth umpire clinic every February, he has served as president of the NJ/NY Chapter of the College Baseball Umpires Association and as the freshman baseball coach at St. Rose High School in Belmar, New Jersey. Oujo divides his time between Fort Lauderdale, Florida and Sea Grit, New Jersey.