

ST IN THE STREET

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graphed by ALEX WEBB

a lawyer brother, the Man the same parents low. The students schools types that tive high rd of the scholar-

other people who were disciplined and committed. We could see how certain behaviors influenced the lives people wound up with.

When did you decide to start a school?
 HANS: I don't think there was one day. I knew I wanted to do it, and as soon as I started telling people, I couldn't go back and change my mind.

IVAN: I think I always knew I was going to do something like this. You can make the most decisive impact on society by teaching kids—they're the building blocks.

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What's the worst job you can imagine having?
 HANS: Probably practicing corporate law, which I did. It was soulless for me. At the end of the day, what I'd done didn't match up with what I thought was important in the world. But there's the "golden handcuffs" problem: It's easy to let acquiring more and more things become the driving motivation of your work.

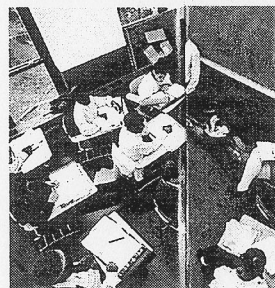
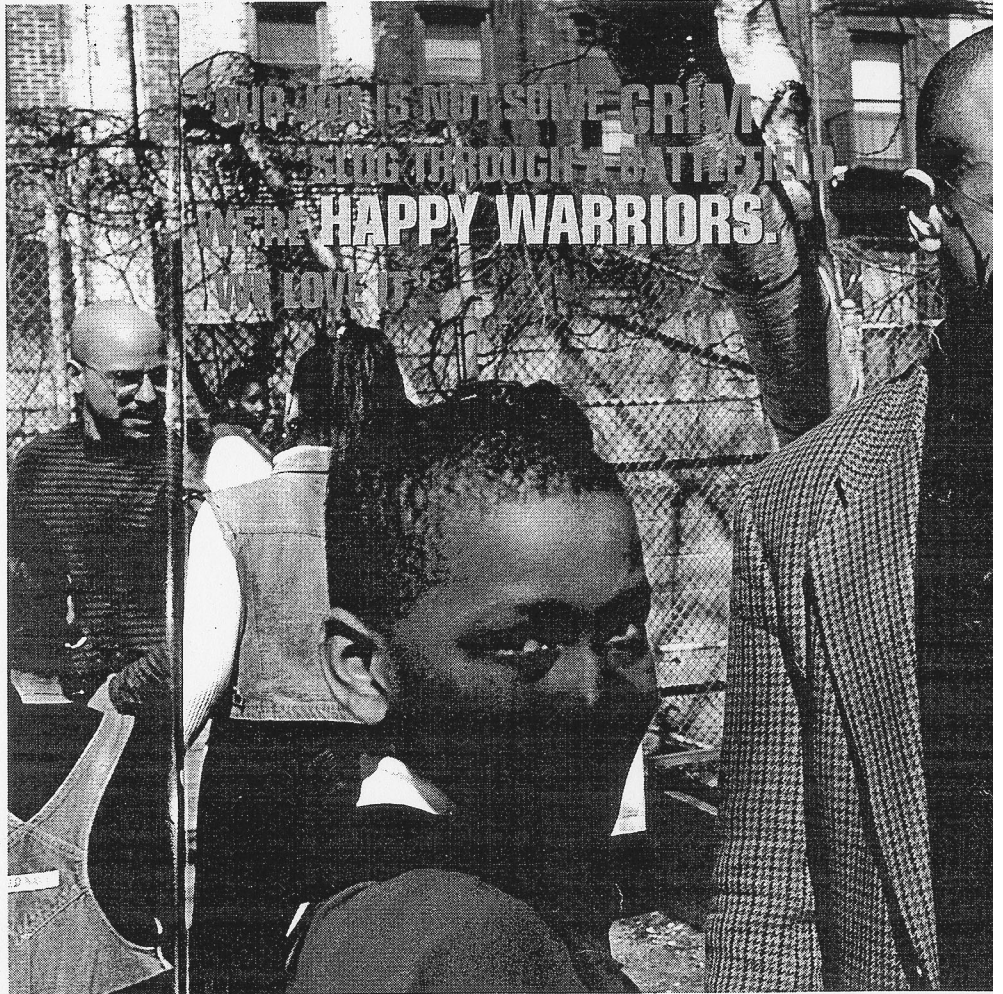
How do friends react to what you're doing?
 HANS: There are some people from law school who don't return my phone calls because I'm no longer of networking value, but most people say they admire it, and wish they could do the same.

What's the most money you ever made?
 HANS: Over a decade ago I made \$90,000 a year doing mortgage-backed securities work. In 1990, when I was chief counsel to a Senate subcommittee, I was offered lobbying jobs in the six figures.

IVAN: I made more money as a public-school teacher than I'm making here as the principal.

How do you know it's all worth it?
 IVAN: If you can feel good moment to moment about what you're doing, you should keep at it. If you don't, you should quit. I think people forget how quickly life goes. If your gut is telling you not to do what you do, listen to it. Don't ignore that anxious feeling in the pit of your stomach.

Our job is not some grim slog through a battlefield. We're *happy warriors*. We love it.



CLOCKWISE FROM ABOVE: IVAN HAGEMAN IN HIS CLASSROOM; HAGEMAN SUPERVISES SOME OF HIS STUDENTS; HAGEMAN AND HIS PARTNER LOOK AT THE EAST HAVEN