

Trust A Man With Common Sense

Have you ever stopped to analyze a successful man? Have you wondered why you have not been able to pin down the one reason why he is a success?

A successful man has many assets. He is a salesman, arbitrator, educator, philosopher, listener and an organizer all wrapped in one. He realizes that he can make mistakes and that it is human for others to err. He welcomes and respects the opinions of other men and listens to them in hopes that he can receive something of value.

You will find that he will yield his position only after evidence, proof, or demonstration has proven your position superior to his. He is not impressed by profanation, vainglory or shouting. He seeks to sell his ideas rather than simply denounce others. He criticizes only when he can offer a better method.

He is concerned about "What is right" instead of "Who is right." He is prepared to stand fast with his position, when he knows that he is right, even though that position be in the minority. He is confident that truth can defend itself against unjust personal attacks, unfair comments and wagging tongues. Though he is slow to anger, he will handle conflicting opinions with tact and fairness.

A successful man is quite a man.

-Gib Bromenschenkel