

Being Influential

President Woodrow Wilson once had a maid who continually lamented the fact that she and her husband needed more prestigious positions in life. She approached the President one day after the Secretary of Labor had resigned from the Cabinet.

"President Wilson," she said, "my husband is perfect for this vacant position. He is a laboring man, knows what labor is, and understands laboring people. Please consider him when you appoint the new Secretary of Labor."

Wilson replied, "I appreciate your recommendation, but you must remember, the Secretary of Labor is an important position. It requires an influential person."

"But," the maid countered, "if you made my husband the Secretary of Labor, he would be an influential person!"

What the maid failed to understand is that no title can make you something that you are not -- in talent, education or experience. A reputation is developed from the inside out.

You will make your job important far more than any job will ever make you important. There is more credit and satisfaction in being a first-rate truck driver than a tenth-rate executive.

--Beecher Hunter