

LEADING PEOPLE

The general manager of a small company was extremely popular. He was also a very effective executive. When he retired, the company gave a special dinner in his honor.

When he rose to thank the people for the occasion, somebody asked him, “Joe, what was your secret for handling people?”

“I didn’t have any secret,” said Joe. “I think the important thing was that I realized I had a lot to learn. I kept trying to learn to deal with people more effectively from my first day ‘til my last.



“When I discovered that something worked well in handling people, I made a note of it and tried to make it a habit. When something got me in trouble, or produced undesirable results, I made a note of that, too. Gradually, believe it or not, I began to learn. Over the years it began to add up. I still make plenty of mistakes, but they’re not as frequent as they used to be.”

Joe’s self-improvement system requires three fundamentals:

1. Start with the realization that you are far from perfect.
2. Stay alert. Watch what works and what doesn’t work and remember it.
3. Want to improve badly enough to keep putting the constructive ideas to work until they become a habit.

If it worked for Joe, it should work for us.

– Beecher Hunter

