

Mowing the Field

Mel was a hard worker, always eager to do extra jobs to bring in more money. During the week, he worked as a carpenter. As a side business, he hired out to mow large fields with his tractor.

One day, he agreed to mow a field of wild mustard and weeds for a neighbor, quoting a price of \$100. Other jobs, however, grabbed Mel's attention and he kept putting off this job. When he finally arrived to mow the field, he informed his neighbor that the price would be \$200 since the weeds had grown larger and would require two passes.

Mel had his neighbor in a sure bind, since a deadline set by the fire department for mowing weedy fields was upon him. When the neighbor questioned the morality of breaking his original agreement, Mel just shrugged his shoulders. He was secretly pleased that he had manipulated the situation to his benefit.



Mel and his neighbor, however, lived in an area where few secrets stayed secrets. Many others who had planned on hiring Mel saw Mel's character for what it was. In the short term, Mel made an extra \$100. In the long term, he lost far more: thousands of dollars in referral work and his good reputation.

In Life Care, Century Park and Life Care at Home, we are working in a far more important field than one of wild mustard and weeds. We are taking care of precious people entrusted to us.

Whatever we do, let's make sure that today's win doesn't give rise to tomorrow's loss. Integrity must always be the foundation for our actions.

– Beecher Hunter