

Partnering With Edison

Edwin C. Barnes had a burning desire to become a business associate of the great inventor, Thomas A. Edison. He didn't want to work *for* Edison; he wanted to work *with* him.

As a step toward making his dream come true, Barnes applied for a job at Edison's lab in New Jersey. He was hired as an office worker at a minimum salary – a far cry from a partnership. Months passed with no change in his status or his relationship with Edison. Most people would have given up, feeling their job was taking them nowhere. Instead, Barnes stayed on board.

He became thoroughly aware of the office environment and each person's job, and he sought out ways to make each associate's work more pleasant and efficient. Above all, he remained open and optimistic. He saw all that he did as preparation for the day when he would become a partner with Edison in a joint venture.

The day came when Edison presented the Edison Dictating Machine to his sales staff. They didn't believe it would sell. Barnes, however, saw this awkward-looking machine as his opportunity. He approached Edison, announcing he'd like to sell the dictating device.

Since no one else had showed any enthusiasm for it, Edison gave Barnes the chance. He granted him an exclusive contract to distribute and market the office machine throughout America. Barnes succeeded in his dream of working with the great inventor, and achieved his goal to be a success in business at the same time.

Do you have a goal in your mind or heart today? You can be certain you will reach it as you serve others and assist them in pursuit of their ambitions. The help you offer to a family member, neighbor, co-workers or employer today will come back to you in success in some form tomorrow.



Opportunity may arrive in your life today in the disguise of misfortune, defeat, rejection or failure. See beyond the problems to consider the possibilities. Step out to help someone overcome their difficulties and you may be overwhelmed by the goodness God sends your way.

As we have opportunity, let us do good to all (Galatians 6:10).

– Beecher Hunter