

# Selling Those Computers

The story is told of a man who was starting a computer sales and service company. He advertised for qualified sales people and began interviewing those who applied.

One day, into his office walked a man who had obviously come from a very rural area. He was wearing jeans and a plaid shirt, but had managed to find a tie somewhere in his closet.

“Mister,” he said after heartily shaking the owner’s hand, “I’d shore like a chance to work in your ‘bidness.’”

The owner explained that he was looking for someone with experience in computers – and the man had only a personal home computer – but to each argument the owner put forward, the young man replied, “I think I could learn that. I’d shore like a chance.”

The owner decided he’d give the young man a month to prove himself. After several days of training, he sent the man out to sell.

One day, the owner saw a note on the man’s desk. It had three lines scribbled on it: “Gotta call 15 people today. Gotta sell two systems this week. Gotta make \$1,000 a month.”

After six months, the man had not come close to his goals. He had actually sold *nine* systems in only 14 days, and he earned more than \$75,000 in commissions in his first six months!

The conclusion? It takes more to plow a field than merely turning it over in your mind.

*Faith by itself, if it is not accompanied by action, is dead* (James 2:17).

– Beecher Hunter



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