

Success in the New Year

Mr. Boswell, the owner of a hardware store, was looking for a young man to hire. Several dozen young men responded to his ad, but he eventually narrowed his choice to three: Ted, John and Bob.

Then he devised a final test. He gave each of them a new screwdriver set with an innovative design and told them to deliver it to Mr. C. M. Henderson at 314 Maple St.



After awhile, Ted phoned the store to ask whether the number was actually 413, rather than 314. Later, he returned, saying there was no house at that address.

When John came back, he reported that 314 Maple was a funeral parlor and that Mr. Henderson had lived at 314½, but had moved away.

Bob took longer than the other two young men. Like John, he also discovered that Mr. Henderson had moved away, but he managed to secure his new address and had gone there. Mr. Henderson didn't recall ordering the screwdriver, but when Bob pointed out its unique features and told him the price, Mr. Henderson decided he wanted the screwdriver and paid for it on the spot.



Which young man was hired? Bob, of course. He was given a task to do and he did it.

As we end this decade and enter 2010, this story is a good reminder that a leader doesn't let any obstacle stop him from reaching his goals. Persistence and patience produce payoff.

The secret of success is to do the common things uncommonly well. That is a principle that will produce good results in the years ahead.

– Beecher Hunter