

Take Advantage of the Breaks

You can't always control what happens to you, but you can control what you make of what happens. As proof, read on.

A young saleswoman was hired to promote baby formula and medications to the pediatric health-care community. On her first day, she was loading her car with samples for a hospital's child-care unit when she dropped a box on her foot.

The excruciating pain sent her to a nearby emergency room, where she was told she had broken three bones in her foot. She left wearing a cast from knee to toe.

Downhearted and embarrassed at this bad beginning, she thought of quitting for the day. But she wanted to at least salvage her first stop at the child-care unit, so she decided to make the best of things. She awkwardly drove to the hospital and hobbled down the hall, trying her best to smile.



All at once, however, her day turned around. Her awkward progress caught everyone's attention, and nurses hurried to help her. They praised her spunk in making the delivery in spite of her injury, and soon she was talking to them as if they were old friends.

In fact, a similar welcome was echoed at every stop she made throughout her first month on the job – a wonderful beginning to her career.

In the end, breaking her foot turned out to be a great way to break the ice with her new clients – but only because she'd had the determination to make something positive out of what had befallen her.

By doing so, she discovered the fund of good will that most people carry inside them, which just needs someone to take the first step – even a hobbling one – to bring forth.

For a leader, this means that the way you follow up your misfortunes strongly affects the way people will follow you.

And we know that all things work together for good to those who love God, to those who are called according to His purpose (Romans 8:28 NKJV).

– Beecher Hunter