

The Hand to the Plow

After five years as a sales manager, Amanda could proudly state that she had reached her quarterly sales goals every time. Her territory had grown to include the entire state in which she lived. And she had built an excellent reputation among her peers and competitors.

Then, suddenly, she was assigned to a neighboring state. Amanda was dismayed to learn that her predecessor had not worked very hard, so the territory was undeveloped. Assessing her new position, Amanda decided she had been demoted. Her first impulse was to quit.

Instead, she reasoned that hard work had produced results in the past, so why not try it now? She put in long hours and lots of miles during the next few months. And, by the end of the third quarter, her results surpassed those she had enjoyed in her previous territory. She had turned a trial into a triumph.

The company rewarded Amanda by naming her a regional vice president, with a territory that included both her former and current states. Had she stayed with the old position, Amanda wouldn't have been able to prove her ability to turn around a poor territory, and she would not have earned her promotion.

So, learn from Amanda, and keep your hand to the plow. You never know how fertile even the roughest soil may be. Opportunity is missed by most people because it is dressed in overalls and looks like work.

The plans of the diligent lead to profit as surely as haste leads to poverty.
Proverbs 21:5

--Beecher Hunter