

# The Sultan and His Prophets

Baltasar Gracian, Spanish writer and Jesuit priest, wrote some important advice three centuries ago:

*Cultivate tact. It is the mark of culture, the lubricant of human relationships.*

All of us have personal examples that demonstrate the wisdom of this principle.

In the Middle East, they tell the following story to illustrate the essence of tact:

A sultan called in one of his seers and asked how long he would live.

“Sire,” said the seer, “you will live to see all of your sons dead.”

The sultan flew into a rage and handed the prophet over to his guards for execution. Then he called for a second seer and asked the same question.

“Sire,” said the prophet, “I see you blessed with long life, so long that you will outlive all your family.”

The sultan was delighted and rewarded the seer with gold and silver.

Both prophets knew the truth, but one had tact, the other did not.

In our relationships with the various people we serve in Life Care, Century Park and Life Care at Home, let us always be honest. And recognizing the value of tact will take us far.

– Beecher Hunter