

Wrangling Over a Clock

A customer negotiated fiercely with the owner of an antique shop – bargaining a \$125 clock down to \$80.

As soon as the customer had the piece in hand, she gloated: “You know, I’d have gone as high as \$250 for this rare piece that is identifiable by only a few experts – like me.”

The owner gave her an angry look, but started to chuckle as soon as the triumphant buyer left the shop.

“Why are you laughing?” asked his assistant. “That woman finagled you out of a good bit of money.”

“Here’s something to remember, my friend,” said the owner, as he reached behind the counter and brought out an exact duplicate of the clock he had just sold.

“The easiest person to fool is the one who’s sure he’s an expert – because he fools himself.”

The story is a vivid reminder that no matter how much we may think we know, there is always room for learning and growing.

– Beecher Hunter

