

What Are You Worth?

This story is about a father who had three sons. They all worked for the same man, a dealer in furs. One day the father went down to talk to the president of the company, an old boyhood friend. He went to the office and said, "Jim, my three boys all work for you and I appreciate you giving them positions, but I have a question that's bothering me. You pay one of them \$200 dollars a month, one \$300 dollars a month, and one \$500 dollars a month. Why the difference?"

The president leaned back in his chair and was silent for a few moments. Then his face brightened as he answered, "Well, maybe I can show you why. Can you stay here the rest of the day? Make yourself at home."

He picked up the telephone and called each boy. "I understand the Ontario has just docked at the wharf, loaded with furs. Please go down there and see what cargo she's carrying and let me know."

About three minutes later the president's telephone rang and the \$200 boy said, "I didn't even have to go down there to get the information. I telephoned down. They have fifteen hundred seals."

About an hour later the telephone rang and the \$300 boy said, "I just went down and checked the Ontario. She's got fifteen hundred seals on board."

Four hours later, the \$500 boy came right into the president's office. He said, "Well, she had fifteen hundred seals on board and all are in good shape. I bought all of them for us at five dollars apiece, and filled that order we had from one of our customers. The Ontario also had five hundred red fox pelts. Of course, we don't handle red fox, but I know a dealer who wanted them, so I called him long distance and made a sale. The deal will net us about \$4,000 dollars. There were also thirty-nine minks on board. I went in and examined them. They are beautiful; they are the finest. Since you always like to handle the mink trade yourself, I took an option on them for an hour so I could report to you."

The president said, "Thank you," and the young man left. Jim asked the father, "Is your question answered?" "Yes," replied the father, "one of the boys didn't even obey you or follow your instructions, the second boy only went half way, but one boy gave you everything he had."