

MOTIVATION - Jack Baker, H. V. Carter Co., Inc. Oakland

This ten letter word has probably had more to do with achieving success in what we do than a whole carload of others more often expressed in our daily living. To be sure the good Lord gave us a choice when he placed us here on the good earth and we can be motivated negatively or for good, it's up to us as individuals.

Sometimes we let others set the pace and the example and unless we're careful, we take the wrong turn just because it may be easier and less complicated to follow the majority, yet history shows us down through the ages that most of our great industrialists, world leaders and statesmen were those that refused to compromise their principles, even though they had to many times stand alone - yet they were ultimately proven to be right.

We know how hard it is to try to move against the current but we must learn to stand on our own two feet and fight for what we believe is best for all and not for just the convenience of the majority. MOTIVATION stimulates one into action and promotes incentives to get things done that need doing. How do you motivate those around you? Setting the right example, laying out the areas of responsibility, offering constructive criticism, being open-minded to suggestions, being forceful yet diplomatic, will tend to MOTIVATE those around us and get the job accomplished with complete understanding and without confusion. Let's all practice this gift, so freely given to us all.

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Ran across this little article

EVERY ORGANIZATION IS MADE UP OF FOUR KINDS OF BONES

- 1 - The Wish Bones, who spend all of their time wishing someone else would do the work.
- 2 - The Jaw Bones, who do all the talking, but very little else.
- 3 - The Knuckle Bones, who knock everything that somebody tries to do
- 4 - The Back Bones, who get under the load and do the work.

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Ed Watson, Walnut Creek sent in the following

FOR SALE - two 1968 Toro greenmaster mowers with baskets and extra reel for \$300.00

CALL - Chuck Lal 415 687-1907

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"Years wrinkle the skin, but lack of enthusiasm wrinkles the soul"
Joe Applegate