## ILLINOIS LAWN EQUIPMENT, INC.

SALES, SERVICE AND PARTS HEADQUARTERS FOR

## **JACOBSEN** and CUSHMAN

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## THOUGHT FOR THE MONTH

Suppose every member worked as hard or as little as you do.

Suppose everybody did what you did.

Suppose every member attended with the regularity you do.

Suppose every member served on as many projects as you do.

Suppose every member treated guests as you do.

Suppose every member contacted and brought in prospects as often as you do.

Suppose every member supported ways and means and special events as you do.

Suppose every member were as tactful and understanding as you are. Suppose every member were as friendly, thoughtful, considerate and appreciate as you are.

Suppose every member were as dependable, conscientious, enthusiastic and willing as you are.

Suppose every member had as many, or as few alibis as you do.

Suppose every member followed your example. What kind of an organization would it be?

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