

# From one pro to another



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The November 7 meeting of the M.A.G.C.S. will be held at the River Forest Country Club. Ed Stewart will be our host. This is our Annual Meeting and will be in the afternoon following lunch at 1:00 P.M.

Let's talk

## REWARDS OF GOOD ATTITUDE

By Rev. Lee Truman  
Copley News Service

Have you ever heard someone say: "The surest way to have friends is to be a success, and then all the friends you need will be right at your elbow."

The other side of the coin is: Be broke or fail and you will know who your real friends are. Part of the price of being famous or rich is to have people who are attracted by fame or money always worming their way closer.

Maybe such persons can be called pleasing parasites. No wealthy person or any known celebrity can be sure of the real intent of those persons who crowd close to them. That's why many self-made men who are at the top are very cautious about friendly advances. They cling to their proven friends.

The surest way not to have close, true friends is to be a rich success, but one of the surest ways to success is to be friendly. In that sentence, and in those two positions, is a great difference in life, living and philosophy.

Clarence Darrow was a great lawyer, and he knew his law. In his later years he confided to a friend that his knowledge of human nature, especially friendship, helped him in achieving legal victories. He said he won his trials while the jury was being selected.

His primary questioning of the jurors was aimed at establishing friendly contact with each man. Of course his mind was working all the time that he was selecting the jurors as to whether this man would be prejudiced, but he would not accept a man to be a juror until he had received a smile and some overt gesture of friendliness.

After the friendly contact had been established, Darrow knew the jury was on his side for the rest of the trial. He just had to give them a reason to vote for his client. He already had the case won before it went to trial.

In truth, this shows Clarence Darrow knew that friendliness is one of the strongest people-motivating forces in the world. It can determine the difference between success and failure. The truth is that it is not often on ability that a man succeeds or fails but on his relationship to his fellowman.

Andrew Carnegie paid Charles Schwab \$1 million a year in salary. Was it because Charles Schwab knew more about steel making than any other man in America?

Nonsense! Many a junior engineer knew more about steel than did Mr. Schwab. What that man had was an ability to deal with people. His secret? "Appreciation and friendliness." His men put forth more effort under approval than under the spirit of criticism.

That works for all of us, in our homes or on our jobs. It makes life a great deal better for all persons concerned. The surest way to success is to work hard, and to treat every man you work with as a friend.