

# RECOGNIZING POTENTIAL



**A** New York businessman dropped a dollar into the cup of a man selling pencils and hurriedly stepped aboard the subway train. On second thought, he stepped back off the train, walked over to the beggar and took several pencils from the cup. Apologetically, he explained that in his haste he had neglected to pick up his pencils and hoped the man wouldn't be upset with him. "After all," he said, "you are a businessman just like myself. You have merchandise to sell and it's fairly priced." Then he caught the next train.

At a social function a few months later, a neatly-dressed salesman stepped up to the businessman and introduced himself. "You probably don't remember me and I don't know your name, but I will never forget you. You are the man who gave me back my self-respect. I was a "beggar" selling pencils until you came along and told me I was a businessman."

A wise man said, "A lot of people have gone further than they thought they could because someone else thought they could." How do you see others? The greatest good we can do for anyone is not to share our wealth with them, but rather to reveal their own wealth to them. It's astonishing how much talent and ability rests inside a human being. Just as the first step to success is knowing your own potential, the second step is knowing the potential of others. Fortunately, as we recognize our own ability, it's easy to recognize the ability of others. Once we see it, we can help them discover it for themselves.

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