PERSONAL GROWTH| PROFESSIONAL DEVELOPMENT | WISDOM

Charlie's Going to Get a Raise

"I know he'll get a raise because if the man he's working for doesn't give it to him, I will."

by **Zig Ziglar**

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I worked in a grocery store as a youngster. The Depression was on, inventories were limited and merchants frequently ran out of stock items. As a result, the merchants would borrow from each other until their next shipment came in. I was the "runner" for our store and Charlie Scott was the "runner" for the store across the street. On countless occasions Charlie would run into our store and call out to our boss, *"Mr. Anderson, I need to borrow a half-dozen cans of tomatoes."* Mr. Anderson would always respond, *"Well, Charlie, you know where they are. Go get 'em!"* Charlie would run back, pick up the cans of tomatoes, dash back to the check-out stand, scribble his name on the receipt and rush out.

One day I asked why Charlie Scott was always in such a hurry. Mr. Anderson responded, *"Charlie is working for a raise - and he's going to get it."* I asked him how he knew and Mr. Anderson replied, *"I know he'll get a raise because if the man he's working for doesn't give it to him, I will."* How true that was!

Many years later while speaking at Mississippi State University I told this story. A tall, redheaded gentleman came up to me and said, *"You probably would not recognize Charlie Scott today if you saw him, would you?"* I responded that no, I wouldn't, since he had left for the military before I did, and I hadn't seen him since. He smiled and said, *"I didn't think you would. I'm Charlie Scott."*

Later, Charlie's friends told me that Charlie had been able to retire at age fifty because he had followed that lesson of hustling throughout his life.

Consequently, he had become so enormously successful that he was able to spend the rest of his life in service to his fellow man.

Yes, the extra effort does pay. Buy that idea and I'll SEE YOU AT THE TOP!

This article is an excerpt from Zig Ziglar's book *See You at The Top*. Learn more from America's motivator by visiting his website: http://www.Ziglar.com

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Zig Ziglar is known as America's Motivator. He is best known for his inspirational messages of hope through his 28 books and numerous audio and video recordings. To be inspired visit his website at http://www.ziglar.com

Based on the principles of founder, Zig Ziglar, the Ziglar Way conveys powerful life improvement messages that transcend barriers of age, culture and occupation. Delivered through personal development training and corporate training programs, the Ziglar Way has impacted more than a quarter of a billion lives.

The Ziglar Way—a philosophy is born

The personal and professional development strategies you discover through Ziglar are all built on or related to a basic philosophy. A philosophy developed by Zig Ziglar more than 50 years ago.

A World War II veteran who grew up poor in Yazoo City, Mississippi, Zig worked in a succession of sales companies early in life. As his sales skills grew so did his interest in motivational speaking. During speeches, his messages of hope, encouragement and faith showcased his way of life—forming the Ziglar Way.

How the Ziglar Way makes a difference

Taking action, common sense, fairness, commitment and integrity form the basis for this way of life. And when you live by this philosophy you'll live a balanced life while achieving significance at both work and home.

All Ziglar programs focus on these key items - old and new. That's why Ziglar programs from the past continually change lives while newly developed personal and corporate training programs at Ziglar remain consistent with this basic philosophy.