

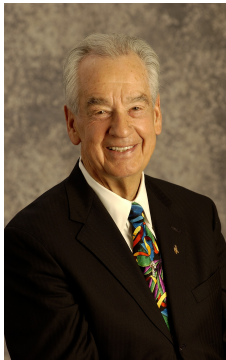
CLASSIC | PERSONAL GROWTH | PROFESSIONAL
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It's Better to Give

The gift to Wally Jansen that everyone won

by Zig Ziglar

608 words | 2 pages



"When Wally Jansen told me about my new company's Christmas 'trip to the island' tradition," says Phillip Kelly, I was intrigued. Ten days before Christmas the two hundred Puerto Rican families in this particular parish would gather and each family would place five dollars in the 'pot,' which was about a day's pay for a fruit picker back then. Each family would write its name on a slip of paper. Then they would blindfold someone to draw the name of the family that would get to go home for Christmas - two

glorious weeks on the island, and enough money to buy Christmas presents for everyone. I went to the drawing that year, my first Christmas with the community, but it was going to be Wally Jansen's last. Wally was retiring after working forty years with the company, and for the last 25 he had been the canning factory foreman.

"By three o'clock everyone had parted with their five dollars and the announcer called the committee on stage to witness the drawing. Then they called me up to draw the name of the lucky family. On went the blindfold and I was led to the drum. I reached in, sorted out a handful, and finally settled on one. I opened the slip of paper and read, 'Wally Jansen.' The cheers were deafening. Everyone surrounded him, hugging him, crying, congratulating him, wishing him a Merry Christmas and a joyous trip. While the commotion continued I casually reached back into the drum and drew out a handful of slips and opened a couple.

**Each one, in different writing,
carried the same name - Wally
Jansen."**

I imagine that the Wally Jansen family was thrilled beyond words, but I believe the joy that each person felt, thinking that maybe they had written

the name "Wally Jansen" which was drawn, was greater still. Think about that. Become a giver, and I'll SEE YOU AT THE TOP!



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.

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