

Put service first, and money takes care of itself—always.

The put-service-first attitude pays off in all situations. In one of my first jobs I worked closely with another young fellow, whom I'll call F. H.

F. H. was like many persons you know. He was preoccupied with why he needed more money instead of being preoccupied with ways to make money. Each week F. H. spent hours of company time working on his personal budget problems. His favorite topic of conversation was "I'm the most underpaid man here. Let me tell you why."

F. H. had the not uncommon attitude of "This is a big company. It's netting millions. It's paying a lot of people big salaries, so it ought to pay me more too."

F. H. had been passed over several times for pay increases. Finally one day he decided that it was high time he went in there and demanded more money. About thirty minutes later F. H. was back, all heated up. His expression made it obvious that next month's check would look exactly like this month's check.

Immediately F. H. began to let go. "Boy, am I mad! What do you suppose the old man said when I told him I wanted more money? He had the gall to ask me, 'Why do you believe you are justified in asking for an increase?'

"I gave him plenty of reasons," F. H. went on. "I told him I'd been passed over when others around here were getting pay raises. I told him my bills are getting larger and my paycheck isn't. And I told him that I do everything around here they ask me to do.

"Can you beat that? I *need* a raise, but instead of paying me more, they give out raises to other guys around here who don't need it half as much as I do.