

and asked for a sales job. The fellow had a terrible stutter, though, and my friend decided right here was a chance to play a joke on me. So the friend told the stammering applicant that he wasn't in the market for a salesman right now but one of his friends (me) had a spot to fill. Then he phoned me, and, boy, did he give this fellow a buildup. Not suspecting anything, I said, 'Send him right over!'

"Thirty minutes later, in he walked. The young fellow hadn't said three words before I knew why my friend was so eager to send him over. 'I-I-I'm J-J-Jack R.,' he said, 'Mr. X sent me over t-t-to talk t-t-to you about a j-j-job.' Almost every word was a struggle. I thought to myself, 'This guy couldn't sell a dollar bill for 90 cents on Wall Street.' I was sore at my friend, but I really felt sorry for this fellow, so I thought the least I could do was to ask him some polite questions while I thought up a good excuse as to why I couldn't use him.

"As we talked on, however, I discovered this fellow was no stupe. He was intelligent. He handled himself very nicely, but I just couldn't overlook the fact that he stuttered. Finally, I decided I'd wind up the interview by asking one last question. 'What makes you think you can sell?'

"'Well,' he said, 'I learn f-f-fast, I-I-I like people, I-I-I think you've got a good company, and I-I-I want t-t-to make m-m-money. Now, I-I-I do have a speech im-im-pairment, b-b-but that doesn't b-b-bother me, so why should it b-b-bother anybody else?'

"His answer showed me he had all the really important qualifications for a salesman. I decided right then to give him a chance. And you know, he's working out very well."

Even a speech impairment in a talker's profession is a triviality if the person has the big qualities.