

## MAKE IT A RULE TO SEEK ADVICE FROM PEOPLE WHO KNOW

There's a lot of incorrect thinking that successful people are inaccessible. The plain truth is that they are *not*. As a rule, it's the more successful people who are the most humble and ready to help. Since they are sincerely interested in their work and success, they are eager to see that the work lives on and that somebody capable succeeds them when they retire. It's the "would-be-big" people who are most often the most abrupt and hard to get to know.

An executive made this clear: "I'm a busy woman, but there's no Do Not Disturb sign on my office door. Counseling people is one of my key functions. We give standardized training of one kind or another to everybody in the company. But personal counseling, or 'tutoring,' as I like to call it, is available for the asking.

"I stand ready to help the fellow who comes in here with either a company or a personal problem. The fellow who displays curiosity and exhibits a real desire to know more about his job and how it relates to other jobs is the individual I like most to help.

"But," she said, "for obvious reasons, I can't spend time offering advice to anybody who isn't sincere in seeking it."

*Go first class* when you have questions. Seeking advice from a failure is like consulting a quack on how to cure cancer.

Many executives today never employ persons for key jobs without first interviewing the fellow's wife. One sales executive explained to me, "I want to be sure the prospective salesman has his family behind him, a cooperative family that won't object to