

ONE DAY AT A TIME

AND THEN SOME

I DISCOVERED AT AN EARLY AGE, THAT SOME OF MY SUCCESS COULD BE SUMMED UP IN 3 WORDS—AND THEN SOME. MOST OF THE DIFFERENCE BETWEEN AVERAGE PEOPLE AND TOP PEOPLE CAN BE EXPLAINED BY THOSE THREE WORDS.

THE TOP PEOPLE DID WHAT WAS EXPECTED OF THEM - **AND THEN SOME**. THEY WERE THOUGHTFUL OF OTHERS; THEY WERE CONSIDERATE AND KIND - **AND THEN SOME**. THEY MET THEIR OBLIGATIONS & RESPONSIBILITIES FAIRLY & SQUARELY - **AND THEN SOME**. THEY WERE GOOD FRIENDS AND HELPFUL NEIGHBORS - **AND THEN SOME**. THEY COULD BE COUNTED ON IN AN EMERGENCY - **AND THEN SOME**. I AM THANKFUL FOR PEOPLE LIKE THAT, FOR THEY MAKE THE WORLD MORE LIVABLE, FOR THEIR SPIRIT OF SERVICE IS SUMMED UP IN **THREE LITTLE WORDS, “AND THEN SOME”**.

HOW OFTEN HAVE U JUST MET THE MINIMAL REQUIREMENT? ARE YOU WILLING TO GO ABOVE AND BEYOND THE STATUS QUO TO SATISFY A FRIEND, TO SETTLE AN ARGUMENT, OR TO SIMPLY SHOW APPRECIATION. IN THE BUSYNESS OF LIFE WE SOMETIMES FIND OURSELVES SKIMMING THE SURFACE. WE TAKE CARE OF WHAT IS MOST PRESSING AT THE MOMENT AND QUICKLY MOVE ON TO THE NEXT THING.

AND THEN SOME - DOESN'T ALWAYS TAKE MORE TIME. SOMETIMES IT ACTUALLY SAVES TIME. SOMETIMES THE EXTRA EFFORT PUT FORTH CAN BE AS SIMPLE AS AN EXPRESSION OF APPRECIATION WHILE YOU ARE DOING THE WORK. IT CAN ALSO SAVE YOU FROM REDOING THE JOB LATER. IT ALSO GIVES YOU A MORE POSITIVE ATTITUDE AND A JOY OF HELPING OTHERS. **IT ALWAYS WORKED FOR ME.**

JACK