

Kendall C. Wright "The Actualizer"

LEADERSHIP MANAGEMENT MOTIVATION

ACTUALIZING LIVING

Retsam Finds The Secret To Success.....

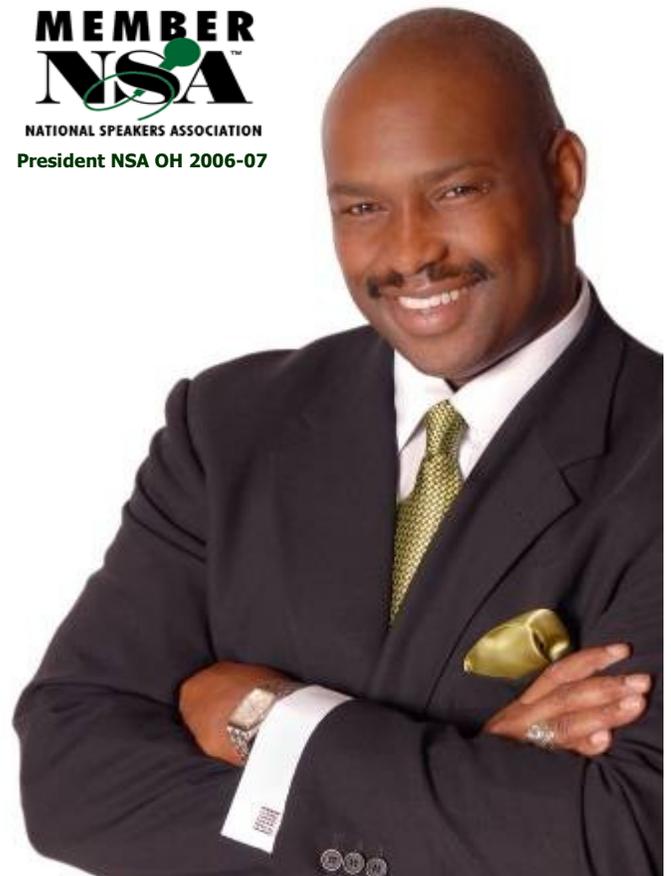
Can You Answer The Immutable, Irrefutable Wisdom Riddle?

As King and Potentate Supreme of the Esiw people, Retsam understood that the future of the village hinged on the careful and thorough preparation of the next generation of leaders.

Retsam had long dreamed of the day when his son, Bar-Retsam, would become a man. And, as it had been from the dawning of the known era, the son of the sitting Potentate would one day become Potentate Supreme. Bar-Retsam would someday lead this village of valiant and very proud people, and it was vitally important that he understood the gravity and scope of the responsibilities awaiting him.

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RETSAM FINDS THE SECRET TO SUCCESS

As a parent, Retsam had been very intentional in the rearing of his son. Throughout Bar-Retsam's childhood, Retsam invested time and energy imparting the scared wisdom of the ages. For 13 years, the father coached, corrected, and counseled the son as he walked the trail to the throne. Now, the time had come. It was time for the ultimate test of the one who would be King – the paratogas!

For generations, the test of preparation, known as the paratogas, has challenged the mettle of young men and particularly those who would be rulers. The 21-day test of endurance, intelligence, and ingenuity can involve decisions of life and death. Retsam delivered his son to the Zactict Cove, the starting spot of the paratogas. The goodbyes were stiff on the surface, but each man was intensely aware of the swelling emotions of the moment. Let the test begin!

The first 20 days passed quickly. Bar-Retsam had done well throughout the process. He had managed to pass each of the grueling trials of courage, endurance, heritage, honor and integrity. Now he had come to the most challenging test of all - the test of wisdom.

As Bar-Retsam's matured from infant to emerging leader, was the importance of wisdom was constantly emphasized. Though Retsam never directly gave his son the answer to the perplexing riddle, he had, in fact, exemplified the correct answer in all his business dealings. Restam even credited his immense wealth to understanding the answer and philosophy of the timeless wisdom riddle. Now Bar-Retsam must pass the test himself.

Bar-Retsam was given a piece of bark on which was written the immutable and irrefutable wisdom riddle. The question was simple, it read, "Two guests arrive at your door at exactly the same time. The guests are 'Mr. Out' and 'Mr. In.' Because custom forbids two people entering an abode simultaneously, the host must welcome one into the home before the other. Whom would you invite in first, and why?"

As Bar-Retsam wrestled with the riddle, many thoughts, teachings, and customs crossed his mind, such as who was older, taller, or wiser? Who had greatest prestige in the community, or the prettiest daughters? But none of these variables proved to be of any help.

In a moment of disconcerting clarity, Bar-Retsam remembered reading the writings of The Actualizer, where this timeless universal truth was revealed: Outcome before Income.

Moral Of The Story: In the real world, no one can expect to experience an escalating income in absence of establishing a pattern of exceptional outcomes. Unfortunately, the dictionary gets this one all wrong, but Retsam got it right, outcomes always precede income.

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Kendall C. Wright, "The Actualizer," CEO of Entelechy T&D, Inc., helps business leaders -at all levels- fulfill the hard parts of their job descriptions. He is the author of *Affirming and Confirming SuccessFUL Living* and most recently released *Conversations On Success*, featuring insights from Les Brown, James Kouzes and other top tier international speakers. Find free resources at www.entelechycan.com. Contact us at Kendall@entelechycan.com or 513.860.4934.