**A Higher Approach**

**Dedication and Covenant: It being understood and agreed that the said Spirit of Truth shall render unto us an equivalent for this dedication, in peace of mind, health of body, wisdom, understanding, love, life and an abundant supply of all things necessary to meet every want without our making any of these things the object of our existence. *(Charles & Myrtle Fillmore, founders of Unity)***

**When someone asked Charles Fillmore, “Will you send me a paper and wait until I can pay for it?” he replied, “It will pay its own way. If you do not feel before the end of the year that it has much more than paid its own way, you need not send us a cent, and you will never be dunned. No bills are ever sent out from this office. If you do not pay your bill freely and gladly, it is evident that you have not had value received, hence you owe us nothing.” *(James Dillet Freeman, in The Story of Unity, p. 116)***

**Mahatma Gandhi beseeched his followers to love those who reviled them. When his political rivals taunted him because he refused to call the British enemies, he said, “if we are just to them, we shall receive their support.” *(Leo Rosten, In Reader’s Digest)***

**Ernest Hemingway gave to the Shrine of the Virgin in eastern Cuba, where he lived, Nobel Prize money he had won for the novel The Old Man and the Sea. “You don’t,” he said, “ever have a thing until you give it away.” *(Isaac Asimov’s Book of Facts, p. 55)***

**Bombay’s encroaching development into formerly wild areas has produced a string of leopard attacks that killed 12 people in June. Authorities in India’s business capital, also known as Mumbai, say they have captured three of the big cats, but their actions have done little to calm suburban residents living near an adjacent wildlife park. Wildlife officers have let loose pigs and rabbits to feed the big cats as attacks on humans continued to rise. Traps are being set outside the preserve, and a low-voltage fence is to be built to prevent the native leopards from leaving the Sanjay Gandhi National Park. *(Steve Newman, in Rocky Mountain News, July 5, 2004)***

**Bill Marriott, Jr., chairman of Marriott, says “Good customer relations starts with good employee relations.” “Motivate employees, train them, care about them, and make winners of them. At Marriott we know that if we treat our employees correctly, they’ll treat the customers right. And if the customers are treated right, they’ll come back.” *(Bits & Pieces)***

**A husband’s constant nagging at his wife led her to separate from him and take their two children with her. He was devastated, but honest feedback from his peers in group counseling showed him that his constant negative comments were the cause of his wife’s leaving. He asked her for a reconciliation and, this time, concentrated on giving her and their children loving comments. He put a new cause into motion and of course was rewarded with a new effect, a positive one this time. The family is now back together. *(Richard & Mary-Alice Jafolla, in The Quest, p. 94)***

***\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\**Just love and they will know you, they will sense it. The same thing holds true with animals, with every part of life. St. Francis and the wolf is a good example. The wolf was vicious, but St. Francis loved and quieted the heart of the wolf. *(Jack E. Addington)***

**When we are at variance with someone, the argument we use enables him to see quite well that we wish to win out; that is why he prepares to resist rather than to recognize the truth. So, by beginning in this way, instead of making some kind of opening in his mind, we usually close the door of his heart. On the other hand, how quickly we may open it by gentleness and courtesy. *(St. Vincent de Paul)***

***\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\**Back in 1958 I returned to Washington, D. C., from a two-year stint in the Navy. As I expected, my old job with NBC radio was waiting for me. What I didn’t expect was a new boss. And for some reason he seemed to be out to get me. Pitted against him at every turn, I held my cool until he rescheduled “Joy Boys,” a comedy show I’d been doing with my friend and associate Eddie Walker. He gave us the worst possible slot on radio, eight-to-midnight. Eddie Walker and I took that terrible time slot, worked ourselves to the bone, and in three years made “Joy Boys” the No. 1 show in Washington. Even more important, I learned that I, too, had been wrong. In all my dealings with my boss, I had aggravated the problem. I knew he didn’t like me, and in response I was barely civil to him and dodged him as much as I could. But one day he invited me to a station party I couldn’t avoid. There I met his fiancee. She was bright, alive and down-to-earth. How could a woman like that care for anybody who didn’t have something to recommend him? Through her I was able to get new insight into my boss’s character. As time went on my attitude changed -- and so did his. In fact, we became good friends. I remained with NBC and eventually became, as I continue to be, the weatherman on the “Today” show. *(Willard Scott, in Reader’s Digest)***

**Being nice to people who are rude to you is being dumb like a fox. Unexpected -- and undeserved -- civility throws people off balance and allows you to take the advantage. “Turn the other cheek,” isn’t an endorsement of wimps -- it is sound business advice. *(Susan Stewart, in Atlanta Magazine)***

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