

Zig on... Appearance

Does your appearance support your goal? Here's what Zig has to say

by **Zig Ziglar**

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Okay - I admit it - this one is extreme. Several years ago before I realized that my body retains ice cream, my wife and I were in our favorite ice cream parlor. An unusual-looking young man walked through the front door. In my lifetime I have never seen anything like it. His hair was sticking out in every direction and came to a point at the top so sharp that it was dangerous. He had every imaginable color represented - green, purple, orange, red, lavender, black - it was really a sight to behold!

Right about now you might think I'm being critical. In reality, I'm not. I am simply reporting what I saw. Actually, I believe the young man had every right to look exactly as he did. That's what America is all about. As a matter of fact, I would go to war to fight for that young man's right to look exactly as he did. You bet I would! However, I would not give that young man a job, regardless of how capable he might be. He would be such a distraction that I don't believe the other members of my staff would get much work done.

Here's the point: It's my conviction that most employers would take the same approach, so when the young man chose to look that way, he chose to eliminate 98% of his employment opportunities.

Message: If you want a job, in most places you need to survey the market, observe how the other people appear when they go to work, and within reason, follow their example. In most places substantial latitude is allowed for individuality but there are limits. When you cross the line your chances of employment go down substantially. Think about it. Take the appropriate action and I'll SEE YOU AT THE TOP!

To be inspired visit Zig's website at <http://www.ziglar.com>



Zig Ziglar is known as America's Motivator. He is best known for his inspirational messages of hope through his 28 books and numerous audio and video recordings. To be inspired visit his website at <http://www.ziglar.com>

Based on the principles of founder, Zig Ziglar, the Ziglar Way conveys powerful life improvement messages that transcend barriers of age, culture and occupation. Delivered through personal development training and corporate training programs, the Ziglar Way has impacted more than a quarter of a

billion lives.

The Ziglar Way—a philosophy is born

The personal and professional development strategies you discover through Ziglar are all built on or related to a basic philosophy. A philosophy developed by Zig Ziglar more than 50 years ago.

A World War II veteran who grew up poor in Yazoo City, Mississippi, Zig worked in a succession of sales companies early in life. As his sales skills grew so did his interest in motivational speaking. During speeches, his messages of hope, encouragement and faith showcased his way of life—forming the Ziglar Way.

How the Ziglar Way makes a difference

Taking action, common sense, fairness, commitment and integrity form

the basis for this way of life. And when you live by this philosophy you'll live a balanced life while achieving significance at both work and home.

All Ziglar programs focus on these key items - old and new. That's why Ziglar programs from the past continually change lives while newly developed personal and corporate training programs at Ziglar remain consistent with this basic philosophy.