

# Character Community



## E-News



*A Town of Richmond Hill initiative.*

*A Town of Richmond Hill Character Community monthly e-letter*

### March is Perseverance

*I will not give up when things get tough. I will stick to my goals and work hard to achieve them, despite obstacles and challenges.*

March 2007

#### Town of Richmond Hill Character Community Organizations

Arts Richmond Hill Inc.  
The Curtain Club  
Girl Guides of Canada York South Division  
Helpmate Community Information  
Hill House Hospice  
Ja'fari Islamic Housing  
Learning Disabilities Association of York Region  
Lions Club of Richmond Hill  
Music For Young Children  
Music to Care for Your Life  
My Canada! Integration Settlement Services  
Optimist Club of Richmond Hill  
Richmond Hill Aquatic Club  
Richmond Hill Canoe Club  
Richmond Hill Chamber of Commerce  
Richmond Hill Community Food Bank  
Richmond Hill Rams Hockey Club  
Richmond Hill Social & Bocce Club  
Richmond Hill Training Centre  
Richmond Hill Winter Carnival  
Royal Canadian Legion Branch #375  
Spiritual Assembly of the Bahai's of Richmond Hill  
St. Matthew's United Church Health Cabinet  
Stroke Recovery Network  
The Amici Centre  
Wilderness Lifeskills of Youth Inc.

## ◆◆◆ Spirit ◆◆◆

*by: John R. Ware*

There were two men both of whom decided to get a horse. One man found a red Rhone with much spirit. The other chose one more docile. They would go riding together every day. It so happened on the route they would take around the countryside, there was a ditch about eight or nine feet wide.

After a time it was apparent that the Rhone's spirit could not be shaken and he gave everything he had in all he did. When coming up to this gap in the trail he hurled it the first time. Because of the spirit in him he was quick to respond and jumped it with no problem. Yet the more docile horse would balk every time he came to the edge. He wasn't sure of the distance; he would stand on the edge trembling with indecision and doubt because the distance to him looked too great. Then one day after awhile, coming up to the ditch and watching his companion take it with ease, something happened within him, a knowing was born that he could too. So with agility and ease he gracefully bounded over the barrier.

Life is much like the two horses.

When we as people come up against trials or situations we just don't feel like we can make the distance or that it just is too big and we don't know if we'll make it. So we balk standing on the edge trembling. It's not until we depend upon the spirit within. Then we are able to make it with ease.

Until we quit looking at the obstacle or trial through our eyes, they will always seem too big for us. But there is a spirit within us that can judge the distance to the other side and will give us the strength to make it through it. As long as we let it.



*Photo: <http://miniphotos.com>*

It all comes to a choice whether we look for the spirit within or just stand on the edge and balk. We will always have a choice.

*Source: <http://www.inspirationalstories.com/7/717.html>*

### Perseverance Quotes

- ★ "Nobody trips over mountains. It is the small pebble that causes you to stumble. Pass all the pebbles in your path and you will find you have crossed the mountain."  
~Author Unknown
- ★ "Consider the postage stamp: its usefulness consists in the ability to stick to one thing till it gets there."  
~Josh Billings
- ★ "Perseverance is not a long race; it is many short races one after another."  
~Walter Elliott, *The Spiritual Life*





## Ask, Ask, Ask

by: Jack Canfield and Mark V. Hansen, "Chicken Soup for the Soul"

The greatest saleswoman in the world today doesn't mind if you call her a girl. That's because Markita Andrews has generated more than \$80,000 selling Girl Scout cookies since she was seven years old.

Going door-to-door after school, the painfully shy Markita transformed herself into a cookie-selling dynamo when she discovered, at age 13, the secret of selling. It starts with desire. Burning, white-hot desire.

For Markita and her mother, who worked as a waitress in New York after her husband left them when Markita was eight years old, their dream was to travel the globe. "I'll work hard to make enough money to send you to college," her mother said one day. "You'll go to college and when you graduate, you'll make enough money to take you and me around the world. Okay?"

So at age 13 when Markita read in her Girl Scout magazine that the Scout who sold the most cookies would win an all-expenses-paid trip for two around the world, she decided to sell all the Girl Scout cookies she could - more Girl Scout cookies than anyone in the world, ever.

But desire alone is not enough. To make her dream come true, Markita knew she needed a plan.

"Always wear your right outfit, your professional garb," her aunt advised. "When you are doing business, dress like you are doing business. Wear your Girl Scout uniform."

When you go up to people in their tenement buildings at 4:30 or 6:30 and especially on Friday night, ask for a big order. Always smile, whether they buy or not, always be nice. And don't ask them to buy your cookies; ask them to invest."

Lots of other Scouts may have wanted that trip around the world. Lots of other Scouts may have had a plan, but only Markita went off in her uniform each day after school, ready to ask - and keep asking - folks to invest in her dream. "Hi, I have a dream. I'm earning a trip around the world for me and my mom by merchandising Girl Scout cookies," she'd say at the door. "Would you like to invest in one dozen or two dozen boxes of cookies?"

Markita sold 3,526 boxes of Girl Scout cookies that year and won her trip around the world. Since then, she has sold more than 42,000 boxes of Girl Scout cookies, spoken at sales conventions across the country, starred in a Disney movie about her adventure and has co-authored the best seller, *How to Sell More Cookies, Condos, Cadillacs, Computers ... And Everything Else*.

Markita is no smarter and no more extroverted than thousands of other people, young and old, with dreams of their own. The difference is Markita had discovered the secret of selling: Ask, Ask, Ask! Many people fail before they

even begin because they fail to ask for what they want. The fear of rejection leads many of us to reject ourselves and our dreams long before anyone else ever has the chance - no matter what we're selling.

And everyone is selling something. "You're selling yourself everyday - in school, to your boss, to new people you meet," said Markita at 14. "My mother is a waitress: she sells the daily special. Mayors and presidents trying to get votes are selling ... I see selling everywhere I look. Selling is part of the whole world."

It takes courage to ask for what you want. Courage is not the absence of fear. It's doing what it takes despite one's fear. And, as Markita has discovered, the more you ask, the easier (and more fun) it gets.

Once, on live TV, the producer decided to give Markita her toughest selling challenge. Markita was asked to sell Girl Scout cookies to another guest on the show. "Would you like to invest in one dozen or two dozen boxes of Girl Scout cookies?" she asked.

"Girl Scout cookies? I don't buy any Girl Scout cookies!" he replied. "I'm a Federal Penitentiary warden. I put 2,000 rapists, robbers, criminals, muggers and child abusers to bed every night."

Unruffled, Markita quickly countered, "Mister, if you take some of these cookies. Maybe you won't be so mean and angry and evil. And, Mister, I think it would be a good idea for you to take some of these cookies back for every one of your 2,000 prisoners, too."

Markita asked.  
The Warden wrote a check.



Source: <http://www.inspirationalstories.com/5/503.html>



The Town of Richmond Hill recently were honoured by the Oak Ridges Moraine Foundation with a *Moraine for Life* award for their constant perseverance in environmental stewardship and preservation of the Moraine.

Character Community E-News is a monthly e-mail newsletter to share information about upcoming events within our organization and beyond. If you would like to contribute upcoming Character Community event information, story ideas or photos, please forward it to the Editor, Michelle Lipkus, at [mlipkus@richmondhill.ca](mailto:mlipkus@richmondhill.ca).

**Next Month's Attribute:**  
April is Respect