

Christopher Wilcox
McCormick Klessig & Associates
PO Box 66
522 Clermont St.
Antigo, WI 54409

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MESSAGES from the Masters

Human Relations by Zig Ziglar

Abraham Lincoln, truly one of our greatest presidents, had a rather unique approach in trying a case when he was a practicing attorney. He went to great lengths to learn everything he could about what the attorney for the "other side" would say. Then, in his arguments, Lincoln would do a superb job of presenting the case from his opponent's side of the table. On occasion, the attorney for the other side would make the observation that Lincoln had presented the opposition's case better than he could have.

Perhaps you wonder why he took such an approach. First, he wanted to be fair. Second, he wanted to win the case if he believed his client was right. Needless to say, Lincoln then presented his own side with more fervor, facts, and reasons why his side was the right side.

By using this procedure, Lincoln completely robbed the opposition of anything to say and built his own case in a stronger manner. He also wove in more

humor and homespun stories when he presented his case. Most people, including jurors, like and trust those who give them cause to smile and who bring homespun logic to the table.

What Lincoln did was simple. He practiced great human relations and used his abundant common sense. He wanted right to prevail and when he presented his case, as a general rule, the right side did win. Think about it.

QUOTES from the Masters...On Making a Difference

Make it a rule...never, if possible, to lie down at night without being able to say, "I have made one human being at least a little wiser, a little happier or a little better this day." -- **Charles Kingsley**

Until today, you may not have realized that your life provides the content of your obituary. Just for today, examine your life. Think about all the things you want to leave behind. Remember, the good thing about doing this today is that you still have time to rewrite your life's content if necessary. -- **Iyanla Vanzant**



Christopher Wilcox
PO Box 66
522 Clermont St.
Antigo, WI 54409
Office: (715) 627-4302
cwilcox@mccormickklessig.com
www.mccormickklessig.com

Quest Capital Strategies 25231 Paseo de Alicia, Suite 110
Laguna Hills, CA 92653-4615 (800) 527-9989 Member
FINRA and SIPC

About Our Firm...

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There Are Two Seas in Palestine

One is fresh, and fish are in it. Splashes of green adorn its banks. Trees spread their branches over it and stretch out their thirsty roots to sip of its healing waters.

Along its shores the children play, as children played when He was there. He loved it. He could look across its silver surface when He spoke His parables. And on a rolling plain not far away He fed five thousand people.

The river Jordan makes this sea with sparkling water from the hills. So it laughs in the sunshine. And men build their houses near to it, and birds their nests; and every kind of life is happier because it is there.

The river Jordan flows on south into another sea.

Here is no splash of fish, no fluttering leaf, no song of birds, no children's laughter. Travelers choose another route, unless on urgent business. The air hangs heavy above its waters, and neither man nor beast nor fowl will drink.

What makes this mighty difference in these neighbor seas? Not the river Jordan. It empties the same good water into both.

This is the difference. The Sea of Galilee receives but does not keep the Jordan. For every drop that flows into it another drop flows out. The giving and receiving go on in equal measure. The other sea is shrewder, hoarding its income jealously. It will not be tempted into any generous impulse. Every drop it gets, it keeps.

The Sea of Galilee gives and lives. This other sea gives nothing.

It is named The Dead.

There are two kinds of people in the world.

There are two seas in Palestine.

- Bruce Barton

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