



23 September 2007

NEVER JUDGE A BOOK BY ITS COVER

*“Don’t judge each day by the harvest you reap, but by the seeds you plant.”--
Robert Louis Stevenson*

G’day there,

The email about judging people by their appearance certainly created a response and I have included one here from Rob Sordello of Ray White Northcote (Victoria).

Rob told me of his experience thus:-

“I had an incident similar at an auction in Coburg last year where at the last open before the auction this very old looking lady dressed in black with a scarf over her head was looking through the house and opening all the cupboards and I thought to myself “what the heck are you doing sticking you nose into people’s cupboards and get out of here”.

But I said nothing and proceeded to get everybody out the front to start the auction.

I went through my auction preamble and the opening bid came from this woman dressed in black and as soon as anybody else even looked like bidding she would speak out and up their bid by double the increment until we has passed our reserve by \$35,000 dollars .

We all felt great and I proceeded to go over to this dear old lady, but she stopped me and said “excuse me, I need to go to the car to get the deposit”. I waited patiently and when she returned, I showed her inside along with this huge plastic blue and white striped shopping bag.

We sat down, I introduced her to all concerned and she proceeded to take out of the bag hands full of cash, \$55,500 of it, and I reckon she must have had at least another \$200k in there.

She said “I have bought this house for my daughter. She says she came to your open last week and I am buying her this house OK?” ,

From this point on I have says to myself I WILL NEVER EVER, EVER JUDGE PEOPLE AGAIN BY WHAT THEY WEAR OR LOOK”

Regards Rob from Ray White Northcote 0412.800.500

Little more need be added I feel, except to say that had Rob acted as his thoughts were, the little old lady would simply have wandered off and some other agent would have gained the benefit of her generosity to her daughter.

Carpe diem

Tony

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