

The Lone Ember

A Mary Kay Beauty Consultant, who previously had been attending meetings regularly, stopped going.

After a few weeks, her Director decided to visit her. It was a chilly evening. The Director found the consultant at home alone, sitting before a blazing fire.

Guessing the reason for her Director's visit, the woman welcomed her, led her to a big chair near the fireplace and waited. The Director made herself comfortable but said nothing. In the grave silence, she contemplated the play of the flames around the burning logs.

After a bit, the consultant said, "I know why you are here, but I just don't see why I need to go to those meetings. My life is so busy right now. I still love my Mary Kay business. It is just so hard to get there."

After some minutes, the Director took the fire tongs, carefully picked up a brightly burning ember and placed it to one side of the hearth all alone. Then she sat back in her chair, still silent. The consultant watched all this in quiet fascination.

As the one lone ember's flame diminished, there was a momentary glow and then its fire was no more, it had gone out. Soon it was stone cold and "dead as a doornail."

Not a word had been spoken.

Just before the Director was ready to leave, still not having said anything, she picked up the cold, dead ember and placed it back in the middle of the fire. Immediately it began to glow once more with the light and warmth of the burning coals around it.

As the Director reached the door to leave, the consultant said, "Thank you so much for your visit. I understand now. I'll be back in meetings next week."

