

# Take a Moment to **smile**

## Fixing the Fence

Three contractors are bidding to fix a broken fence at the White House. One is from Chicago, another is from Tennessee, and the third is from Minnesota.

All three go with a White House official to examine the fence. The Minnesota contractor takes out a tape measure and does some measuring, then works some figures with a pencil. "Well," he says, "I figure the job will run about \$900: \$400 for materials, \$400 for my crew and \$100 profit for me."

The Tennessee contractor also does some measuring and figuring, then says, "I can do this job for \$700: \$300 for materials, \$300 for my crew and \$100 profit for me."

The Chicago contractor doesn't measure or figure, but leans over to the White House official and whispers, "\$2,700."

The official, incredulous, says, "You didn't even measure like the other guys! How did you come up with such a high figure?"

The Chicago contractor whispers back, "\$1000 for me, \$1000 for you, and we hire the guy from Tennessee to fix the fence."

"Done!" replies the government official.

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**From your  
friends at:**



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