

## The Effect of Judging a Book by Its Cover

A lady in a faded gingham dress and her husband, dressed in a homespun threadbare suit stepped off the train in Boston and walked timidly without an appointment into the Harvard University President's outer office. The secretary could tell in a moment that such backward country hicks had no business at Harvard and probably didn't even deserve to be in Cambridge.

She frowned. "We want to see the president," the man said softly. "He'll be busy all day," the secretary snapped. "We'll wait," the lady responded. For hours the secretary ignored them, hoping they would finally become discouraged and go away. They didn't, and the secretary grew frustrated and finally decided to disturb the president, even though it was a chore she always regretted. "Maybe if they just see you for a few minutes, they'll leave," she told him.

He sighed in exasperation and nodded. Someone of his importance obviously didn't have the time to spend with them, but he detested gingham dresses and homespun suits cluttering up his outer office. The president, stern-faced with dignity, strutted toward the couple. The lady told him, "We had a son who attended Harvard for one year. He loved Harvard. He was happy here. But about a year ago, he was accidentally killed. My husband and I would like to erect a memorial to him somewhere on campus."

The president wasn't touched, he was shocked. "Madam," he said gruffly, "We can't put up a statue for every person who attended Harvard and died. If we did, this place would look like a cemetery."

"Oh no," the lady explained quickly, "We didn't want erect a statue. We thought we would like to give a building to Harvard." The president rolled his eyes. He glanced at the gingham dress and homespun suit, and then exclaimed, "A building! Do you have any earthly idea how much a building costs? We have over seven and a half million dollars in the physical plant at Harvard."

For a moment, the lady was silent. The president was pleased. He could get rid of them now. The lady turned to her husband and said quietly, "Is that all it costs to start a university? Why don't we just start our own?" The husband nodded. The president's face wilted in confusion and bewilderment.

Mr. and Mrs. Leland Stanford walked away, traveling to Palo Alto, California, where they established the university that bears their name, a memorial to the son that Harvard no longer cared about.

*"You can easily judge the character of others by how they treat those who can do nothing for them or to them." – Malcom Forbes*

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