

THE AMERICAN AUTOMOBILE SALESMAN

by Larry Howland (edited by Thomas Ieracitano 2022)

The American automobile, salesperson is both hated and revered.
They are the last of a rare breed -- the ultimate maverick.
They walk with confidence and take offence at direction.
They cannot be left on their own yet have spirit that will not be dominated.

They are free enterprise personified.

The American car salesperson laugh in the face of affirmative action.
They are one of the few workers who are paid exactly what they are worth.
While the average person on views an hourly wage as security. He/she disdains it
as an unnecessary limit on their ability to produce.
They hear negative responses every day but never learned the meaning of defeat.

They believe free enterprise was created with them in mind.

He/She has the instinct of a hunter coupled with great compassion and kindness.
They speak eloquently and detect even the most innocent untruths from their
clients.

They will never bow their knee to any monarch but have the uncanny ability to
treat their customers as royalty.

They are uniquely talented, endowed with savvy that cannot be taught in the
classroom.

Their spirit is what America was built on.

Looked upon as a loner who has difficulty walking in step with others yet
gravitates towards those who are like them.

They are intensely competitive, nevertheless quick to give a helping hand to a
struggling sibling.

They are the dealer's biggest liability, yet the retailer's greatest asset.
Some elements of society would like to eliminate them but have found them to be
indestructible.

Without their personality, their smile, spirit, there would be a giant void in
America.

Please share.