Interactions

By Charles McGarvey
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One of the greatest benefits of being part of the roofing industry, whether you are a roofer, roofing contractor, manufacturer's representative, supply house salesperson, or person working at a sales counter of a roofing supply house, is probably something most have never thought of. What is it? The countless daily interactions with others: the stories, the laughter, and sometimes even anger, but never boredom.

Can you imagine sitting in an office somewhere and interacting with the same few people every day for months or years at a time?

Yes, there is no question that many interactions can be stressful, but there are also interactions that just make you laugh.

I recently had one such conversation with a client who is a structural engineer. He is extremely well-educated with numerous degrees and has the knowledge and experience to structurally design a high-rise building so it won't fall down, but after talking with him, I am still laughing.

He called during a heavy rainstorm and asked if I could take a look at a leaking skylight in his kitchen that he had recently installed himself. Of course, I said sure, and then he told me he knew why the skylight was leaking.

So, I asked what the reason was? His answer: "I used my engineer mind to read the instructions before I installed it."

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