

天天读点好英文 [机遇·成功卷]
Everyday English Notes

OPPORTUNITY AND SUCCESS

用心把握，你也能 长成参天大树

英汉
对照

树高参天，我们仰慕，这是树的骄傲；我们何时也能有此成就？好吧，莫要感叹机遇的姗姗来迟，当一切的迎接准备都已就绪，它，这就来了……

钟子 编译

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不要与它擦肩而过
Don't let it pass you by





有个女孩叫莉莲

A Lady Named Lillian

► 佚名 / *Anonymous*

Lillian was a young French Canadian girl who grew up in the farming community of River Canard, Ontario. At the age of 16, her father thought “Lillian has had enough schooling,” and she was forced to drop out of school to contribute to the family income. In 1922, with English as her second language and limited education and skills, the future didn’t look bright for Lillian.

Her father, Eugene Bezaire, was a **stern**¹ man who rarely took no for an answer and never accepted excuses. He demanded Lillian that find a job. But her limitations left her with little confidence and low self-esteem, and she didn’t know what work she could do.

With small hope of gaining employment, she would still ride the bus daily into the “big cities” of Windsor or Detroit. But she couldn’t muster the courage to respond to a Help Wanted ad; she couldn’t even bring herself to knock on a door. Each day she would just ride to the city, walk aimlessly about and at dusk return home. Her father would ask, “Any luck today, Lillian?” “No... no luck today, Dad,” she would respond meekly.

As the days passed, Lillian continued to ride and her father contin—

ued to ask about her job-hunting. The questions became more demanding, and Lillian knew she would soon have to knock on a door.

On one of her trips, Lilliansaw a sign at the Carhartt Overall Company in downtown Detroit. "Help Wanted," the sign said, "Secretarial. Apply Within." She walked up the long flight of stairs to the Carhartt Company offices. Cautiously, Lill knocked on her very first door. She was met by the office manager, Margaret Costello. In her broken English, Lilliantold her she was interested in the **secretarial**² position, falsely stating that she was 19. Margaret knew something wasn't right, but decided to give the girl a chance. She guided Lillian through the old business office of the Carhartt Company. With rows and rows of people seated at rows and rows of typewriters and adding machines, Lillian felt as if a hundred pairs of eyes were staring at her. With her chin on her chest and her eyes staring down, the **reluctant**³ farm girl followed Margaret to the back of the somber room.

Margaret sat her down at a typewriter and said, "Lillian, let's see how good you really are." She directed Lillianto type a single letter, and then left. Lillian looked at the clock and saw that it was 11:40 a.m. Everyone would be leaving for lunch at noon. She figured that she could slip away in the crowd then. But she knew she should at least attempt the letter.

On her first try, she got through one line. It had five words, and she made four mistakes. She pulled the paper out and threw it away. The clock now read 11:45. "At noon," she said to herself, "I'll move out with the crowd, and they will never see me again."

On her second attempt, Lillian got through a full paragraph, but still made many mistakes. Again she pulled out the paper, threw it out and started over. This time she completed the letter, but her work was still strewn with errors. She looked at the clock: 11:55 — five minutes to freedom.

Just then, the door at one end of the office opened and Margaret walked in. She came directly over to Lillian, putting one hand on the desk and the other on the girl's shoulder. She read the letter and **paused**⁴. Then she said, "Lillian, you're doing good work! "

Lillian was stunned. She looked at the letter, then up at Margaret. With those simple words of encouragement, her desire to escape vanished and her confidence began to grow. She thought, "Well, if she thinks it's good, then it must be good. I think I'll stay! "

Lillian did stay at Carhartt Overall Company — for 51 years, through two world wars and a Depression, through 11 presidents and six prime ministers — all because someone had the insight to give a shy and uncertain young girl the gift of self-esteem when she knocked on the door.



莉莲是一个年轻的法裔加拿大女孩儿，在安大略省加纳德河畔的农场长大。十六岁时，她的父亲认为“莉莲读的书已经够用了”，便迫使她辍学，让她出去工作，以缓解家里经济困难的状况。那是1922年，对于一个以英语为第二语言、所受教育与技能又十分有限的女孩而言，就业前景并不乐观。

她的父亲尤金·贝扎尔是个非常苛刻的人，他决定的事，不允许别人说一个“不”字，也从不听从任何人的辩辞。他让莉莲去找份工作。但由于自身条件有限，她几乎没有一点儿求职的勇气。她很自卑，不知道自己可以做什么样的工作。

虽然就业机会渺茫，可莉莲仍然每天乘公车到温泽或底特律那样的“大城市”去找工作。即便如此，她也无法鼓起勇气去应聘那些广告上的职位，甚至连敲门信心都没有。她觉得她肯定没有能力在大城市里立足，但是她也不能待在家里，她不能在父亲的眼皮底下待着。每天，她乘

车来到市内，毫无目标地四处闲逛着，黄昏时再回家。父亲总会问她：“今天运气如何，莉莲？”她总是胆怯地回答着：“不好……今天运气不好，爸爸。”

日子一天天过去了，莉莲每天都是如此，父亲也每天都询问她找工作的进展情况。父亲的询问变得越来越苛刻，莉莲知道，她必须敲开一家公司的大门了，她已经没有了退路。

一天，莉莲在底特律市中心的卡哈特服装公司看到一则招聘启事，上面写着：“招聘文秘，有意者请进。”莉莲犹豫了半天，最后她鼓起勇气，小心翼翼地走向了通往卡哈特公司办公室的楼梯。生平第一次，莉莲怀着忐忑不安的心情敲开了办公室的门。办公室经理玛格丽特·科斯特洛接待了她。莉莲用她那不太流利的英语作了自我介绍，并表示她对秘书这个职位很感兴趣，她谎称自己已有十九岁。凭着丰富的阅历，玛格丽特察觉出莉莲的话并不全是真的，但仍决定给她一次机会。她带莉莲走进卡哈特公司一间陈旧的办公室，在这里，莉莲看到很多人排列整齐地坐在打字机、计算器前，顿时觉得有一百双眼睛正盯着自己。这个乡村女孩紧张地低下了头，两眼盯着地面，忐忑不安地跟着玛格丽特走到了这间办公室的后排。

玛格丽特让她坐在一台打字机前，对她说道：“莉莲，让我们看看你的真本事吧。”她递给莉莲一封信，让她在12点之前打印出来，随后就离开了。莉莲看了看表，正是上午11点40分，快到吃午餐的时间了。她本想到时可以混在人群中溜走，但又觉得自己好不容易鼓足了勇气进到这里，至少应该尝试一下。

第一次，她打了一行，共5个字，却错了4个字。她把纸抽出来扔掉，时钟指向11点45分。她自语道：“到了中午，我就和这些人一起出去，然后他们再也不会见到我了。”但是她不知道的是，玛格丽特正透过一个窗户在看着她。

第二次，莉莲打了一段文字，但仍有很多错误。她叹了口气，再次把纸抽出来扔掉。这次，她打完了整封信，但还是错误百出。她又看了看表：

11点55分——还有5分钟就自由了。

就在此时，办公室的门开了，玛格丽特走了进来，并直接走向莉莲，一只手放在桌上，另一只手则搭在女孩儿肩上。玛格丽特读了那封错误连篇的信，说道：“莉莲，你做得很好！”

莉莲惊呆了。她看了看信，又抬头看了看玛格丽特。就是这句充满鼓励的话语，使莉莲想溜掉的想法立刻消失得无影无踪，并开始重拾自信。她心想：“太好了，如果她认为我做得很好，就一定是很好了。看来，我可以留下来了！”

莉莲真的留在卡哈特服装公司工作了——一干就是五十一年。其间，经历了第二次世界大战与经济大萧条时期，共有十一个总统和六个总理执政——这都是因为在女孩儿敲开卡哈特公司大门时，一个有着敏锐洞察力的人，给予一个害羞而又充满疑虑的年轻女孩儿一份珍贵的礼物——自信。



一个人最怕的不是得不到他想要的生活，而是缺乏争取这种生活的信心。如果没有了信心，他的整个精神世界就会崩塌，他将变得一无所有。所以，我们应该帮助这样的人，不是帮助他得到他要的生活，而是要帮助他重拾面对生活的自信。

热词盘点

1. stern [stɜ:n] adj. 严厉的, 苛刻的
 例 A neighbor, the stern Colonel Pyncheon, laid claim to the land.
 他的一个邻居, 冷酷的上校品恩钦想要那块土地。
2. secretarial [,sekɾə'tɛəriəl] adj. 秘书的, 书记的
 例 The duties of the post are mainly secretarial.
 这个岗位的职责主要是文秘工作。
3. reluctant [ri'lʌktənt] adj. 不情愿的, 勉强的
 例 He gave me a reluctant assistance.
 他很不情愿地给了我帮助。
4. pause [pɔ:z] vi. 停顿; 暂停
 例 He broke off and paused a moment.
 他说不下去了, 停了一会儿。

佳句欣赏

1. With rows and rows of people seated at rows and rows of typewriters and adding machines, Lillian felt as if a hundred pairs of eyes were staring at her.
 莉莲看到很多人排列整齐地坐在打字机、计算器前, 顿时觉得有一百双眼睛正盯着自己。
2. With those simple words of encouragement, her desire to escape vanished and her confidence began to grow.
 就是这句充满鼓励的话语, 使莉莲想溜掉的想法立刻消失得无影无踪, 并开始重拾自信。

短语攻略

be forced to 不得不, 被迫做某事
 我不得不接受他的提议。

译



不断地请求

Ask, Ask, Ask

► 杰克·坎菲尔德、马克·汉森 / Jack Canfield and Mark V. Hansen

The greatest saleswoman in the world today doesn't mind if you call her a girl. That's because Markita Andrews has generated more than eighty thousand dollars selling Girl Scout cookies since she was seven years old.

Going door-to-door after school, the painfully shy Markita transformed herself into a cookie-selling **dynamo**¹ when she discovered, at age 13, the secret of selling.

It starts with desire. Burning, white-hot desire.

For Markita and her mother, who worked as a waitress in New York after her husband left them when Markita was eight years old, their dream was to travel the globe. "I'll work hard to make enough money to send you to college," her mother said one day. "You'll go to college and when you graduate, you'll make enough money to take you and me around the world. Okay?"

So at age 13 when Markita read in her *Girl Scout* magazine that the Scout who sold the most cookies would win an all-expenses-paid trip for two around the world, she decided to sell all the Girl Scout cookies she could — more Girl Scout cookies than anyone in the