



Here's an excerpt from: "What Made Them Say That?"

Here's a question that should always be asked!

"But what have you done today?" **Andrew Carnegie (1811)**

When future industrialist Charles Schwab began his career at the Carnegie Steel Company in 1881, he quickly rose up through the ranks. As a general superintendent in Pennsylvania, he proudly wired a telegram to steel tycoon Andrew Carnegie to tell him, "All records broken yesterday." Carnegie responded by wiring back, "But what have you done today?"

This exchange shows just how Andrew Carnegie earned his success. He became a stereotype of the American dream—he arrived from Scotland and began working as a teenager in a cotton mill for \$1.20 per week. By the time he was in his mid-thirties, he was making over \$50,000 per year. As his steel operations expanded, the money kept rolling in, and Carnegie became more and more successful. As a result, he became one of the greatest philanthropists of his day, donating several hundred million dollars to charity.



Andrew Carnegie

The lesson of Carnegie's blunt telegram was not lost on Charles Schwab. He eventually rose up to become president of the Carnegie Steel Company in 1897, helping to guide the company through several profitable mergers.

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