



Once, Sayyiduna ‘Uthmaan bin ‘Affaan (radhiyallahu ‘anhu) wished to purchase an orchard from a certain person. He thus approached the person and began to bargain with him, seeking a price that they could mutually agree upon. Eventually, after bargaining for some time, they settled on a certain figure.

At that time, it was a standard practice among the people that they would shake hands in order to conclude a deal. Thus, Sayyiduna ‘Uthmaan (radhiyallahu ‘anhu) asked the person for his hand. However, although a price had already been agreed upon, the person suddenly backtracked and said, “No! by Allah! I will not sell the orchard unless you increase the price by a further ten thousand!”

Hearing this, Sayyiduna ‘Uthmaan (radhiyallahu ‘anhu) turned to Sayyiduna ‘Abdur Rahman bi ‘Awf (radhiyallahu ‘anhu) and said, “I heard Rasulullah (sallallahu ‘alaihi wasallam) mention, ‘Indeed, Allah Ta‘ala will grant entry into Jannah to the person who is lenient when he sells, purchases, pays others and seeks payment from others.’”

Sayyiduna ‘Uthmaan (radhiyallahu ‘anhu) then addressed the man and said, “Take the additional ten thousand – (I am willing to spend this amount) so that I can acquire this great virtue which I heard from Rasulullah (sallallahu ‘alaihi wasallam).”

(Musnad Ishaq bin Raahawaih - Al-Mataalibul ‘Aaliyah #1354)

Lessons:

1. There are certain things that people value and regard as important. Among these is money. Hence, a person will always safeguard his money and will always try to pay the smallest amount possible. Furthermore, since many people value money above all else, they do not hesitate to break the laws of Deen for the sake of acquiring money. However, when it came to the Sahaabah (radhiyallahu ‘anhum), then they regarded Deen and the pleasure of Allah Ta‘ala to be the most valuable and the most important. Hence, they did not hesitate to sacrifice money in order to obtain the greater objective – the pleasure of Allah Ta‘ala and the rewards of the Hereafter.

2. There are many people who feel that gentleness and good character are qualities that have no place in business. They feel that in the business place, a person should be ruthless and merciless. However, from the hadeeth mentioned in this incident, we learn that a Muslim should adopt good character and gentle conduct in all aspects and departments of his life – including business and commerce.



The Sahaabah (radhiyallahu ‘anhum) sacrificed money in order to obtain the greater objective – the pleasure of Allah Ta‘ala and the rewards of the Hereafter.

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