People from Kayseri are known for their cleverness. Well, once there was a Kayseri man who was married and had two fairly well-grown children, but after a while he grew dissatisfied with his wife. She was, he said, too old and too ugly, and he wished to add another wife to his family. That was at a time when men often had more than one wife.

Both his wife and his children were upset by this decision. His son thought about this problem for a while and then he arrived at a plan which he thought would be pleasing to both his father and his mother. One day he said to his father, "Father, I know about a girl who would probably please you very much. If you wish, I can take you to the place I saw her so that you may observe her."

The son took the father to a place where he could secretly observe the girl, and the father was pleased with her appearance. He sent two people to the house where he saw her to ask for her hand in marriage. These two matchmakers\footnote{At one time almost all marriages were arranged by matchmakers. Often the potential bride and groom were not acquainted with each other and may never have even seen each other.}
were told that he would have to pay a large bride price this girl, and he agreed to do so. The two were married shortly after that.

However, when the bride was delivered to the nuptial chamber, he was astonished to discover that it was his first wife. The son had bought beautiful clothes for his mother and he had hired people to fix her hair differently and apply makeup to her face. He had also arranged with a neighbor to pretend that his mother was that neighbor's daughter of a marriageable age.

This story illustrates a Turkish proverb which says, "A Kayseri man is so clever that he can sell his mother to father by changing her appearance."

other. This practice survives to a lesser extent today in rural areas in Turkey.