



# STUFF



It has been said that 'Life is what happens while you're busy making other plans.' It's also been said that "life is just waiting to die" (but wait for the good bit...) "so you may as well do a great job." I like a good bit of pragmatism. I'll tell you why I've become a fan of pragmatism. It's because it takes the emotional bias away from a decision you make that may have enormous consequences if it's ill thought through BUT have great benefits if it's not. Often what makes a decision a bad one can be due to an emotional smokescreen that hides the reality of your situation. Such emotions can come about due to fear, worry, regret, envy or just plain ignorance – which can cause all the others. What I'd like to spend the rest of this page on then is some thoughts and ideas on how to minimise the potential harm and maximise the potential opportunities that pragmatism (with a generous helping of situational awareness chucked in) can provide. So – let's dig right in

### ATTENTION TEAM LEADERS!

Given that many team leaders read this, let me offer you critical advice right now! Does the training you offer your teams include personal development? If it doesn't, change the training now! I guarantee the HR issues that plague business today would be diminished 75% if employees felt that their development (both professional AND personal) was your priority. What's the point of understanding a process if you're riddled with a lack of confidence – bought about by an issue the company has no knowledge of. By fortifying your people with life options, you make them more willing to strive and more loyal to your cause. For example, in the military where failure can be life or death, morale is a priority. Great sales or service people are just great people who sell and serve.

### DEFINITION

Pragmatism is a philosophical approach that evaluates theories or beliefs in terms of the success of their practical application. It emphasizes the usefulness and practical impact of ideas and actions over abstract principles. In essence, if a concept or action works well in practice, it is considered valid or true.

### STOICISM

Recognise what you can and cannot control

You determine your reaction to a crisis

Ignore people dominated by their own negative emotions

Master yourself and aim to be virtuous

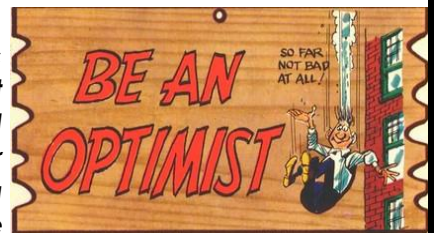
High Morale = Energy + Enthusiasm + Willingness to work

YOUR PRIORITY



### YOUR DAILY DOSE OF PRAGMATISM

If an apple a day keeps the doctor away, you can rest assured that a pragmatic approach to your daily circumstances might just keep the boss or even the psychiatrist away. I stress "daily" because if you choose to dwell on what has historically happened to you that put you in the bad situation you're in, you'll unconsciously diminish your expectation of what might be possible. There is absolutely no downside to being optimistic. If you can't be optimistic about the future, at least be optimistic about the present – like our mate to the above right. The reality is that we are all in the same boat and our other mate to the immediate right, is telling us something. Now depending on how you're wired, you'll see this differently to others. Many will see it as grim or morbid but some will focus on the optimistic (or pragmatic) message – "STOP WORRYING!!" That's the message. By the way, these were both gum cards I collected in primary school. The last one suggests that even the biggest loser isn't worthless. Is it simply a great passive aggressive comeback or a message that regardless of how bad we think we've got it; someone, somewhere is far worse off? That I "got" the message as a youngster; I believe fortified me. To this day, I never take for granted "the moments." They come and go and if you decide to 'collect' the good ones and consign the bad ones to experience, you're literally taking out the trash. You'll discover that your memory can then regurgitate the good moments into cherished reminiscences and just like your favourite home cooking, the leftovers are better the next day. Every action you take, every experience, word you say, becomes a memory the instant it's done. Take nothing for granted because whatever you take for granted abandons you eventually. Take your partner for granted, you'll be alone. Take your money for granted, you'll end up in debt. Take your health for granted, you'll need medicine. When you're happy – notice it. Appreciate it. Remember it. That's your real chicken soup for the soul. You'll find those moments and habits will perpetuate your mood and evolve it into a positive mindset. We're now talking attitude friends. A positive attitude will make your personality 'magnetic.' People and positive circumstances will 'gravitate' to you. Think about it – "gravitate," "magnetic"! That is the power of attraction and that is the REAL meaning of truly being attractive.



Optimists are better at planning ahead than pessimists or realists. Pessimists will focus on reasons to not bother in the first place and realists (just pessimists in disguise) will narrow their options or try to encourage you to narrow yours by attaching negativity to the likely outcome. RUN – do not walk to the nearest exit when someone tells you to 'be realistic' when you share your dream, your goal or your intention. Misery likes company. **Be the benchmark** by knowing your NOW and the future will fall into place

