

When in Doubt, Check it Out

Too many people waste valuable time and resources wondering what other people are thinking, intending, or doing. Don't make assumptions, then make decisions on those assumptions.

Successful people simply check things out for themselves!

People Always Imagine the Worst When They Don't Know What is True.

- Do you assume without checking when a special project is due that all parties will deliver on time?
- Do you assume without checking that what you're providing is what everybody needs?
- Do you assume without checking at the end of a meeting that everyone is clear on who is responsible for getting which action items done by which date?

Imagine how much easier it would be to not assume – and instead say, “Susan, you are going to complete the project by next Friday, Right?”

We usually hesitate the most when it might be bad news!

There may be some substitute for hard facts, but if there is, I have no idea what it can be.

— J. Paul Getty —

The moment you begin to check it out, two things happen:

- 1) *You find out the real facts, and*
- 2) *You have the option to do something about it.*

It is so much simpler to just ask. Use phrases like:

- I'm wondering if.....
- Would it be okay if....
- Are you feeling.....
- Is there a possibility of getting....
- What do I have to do to
- What would have to happen for you to be able to”

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- Frankie – I heard a quote the other day that I loved: Successful people seek counsel; others seek opinions. If you ask another's opinion, you better darn well trust that person.

Opinion:

- a belief or judgment that rests on grounds insufficient to produce complete certainty.
- a personal view, attitude, or appraisal.

Counsel:

- advice; opinion or instruction given in directing the judgment or conduct of another or about a situation. interchange of opinions as to future procedure; consultation; deliberation.
- Law. (used with a singular or plural verb) the advocate or advocates engaged in the direction of a cause in court; or under professional advisement
- deliberate purpose; plan; design.

- John – You get what you inspect not what you expect!