

WEEKLY WISDOM QUOTE

by

Martha Borst

"Never play cat and mouse games if you're the mouse"

Anonymous

The following is a good story shared by Grant M. Bright ---

A large ocean liner was headed across the Atlantic from Portsmouth to New York. As it neared its destination at night, a lookout on the wing of the bridge reported "Light bearing on the starboard bow." "Is it steady or moving astern?" the captain called out. The lookout replied, "Steady, captain," which meant that they were on a collision course. The captain then called to the signalman, "Signal that ship: we are on a collision course, advise you change course 20 degrees." Back came a signal, "Advisable for you to change course 20 degrees." The captain said, "Send: I'm a captain, change course 20 degrees." "I'm a seaman, second class," came the reply. "You had better change course 20 degrees." By that time, the captain was furious. He spat out, "Send: this is the mighty ocean liner, HMS Franconia. Change course 20 degrees." Back came the flashing light. "This is a lighthouse. Suggest you change course 20 degrees."



How often do you make assumptions, think you have the answer or know the "right" thing to do only to find out later that you were missing some key elements of critical information? It's frequently a humbling experience, isn't it?

"Thinking you know something is the most dangerous rung on the knowing ladder."

Martha Borst

I often see this mistake being made by a manager, VP or CEO when they are newly hired

into a company or been promoted to a new position. If this person takes a cursory look and immediately thinks he/she knows what needs to be changed, eliminated or added, starts barking orders and taking action, the results are often less than desirable. First of all, the employees will not likely listen to you because you haven't taken the time to listen to them. They know a lot and if you are wise, you will spend some time asking every question you can and you'll write down their answers. Even if you don't agree with them, remember, they know things you don't, and writing their comments lets them know you are listening. When a person feels heard and understood, they are more likely to listen to you when it's your turn to speak.

When you're the new kid on the block (regardless of your title) make sure you don't play the role of the cat too soon, or you'll soon discover that you're just a mouse.

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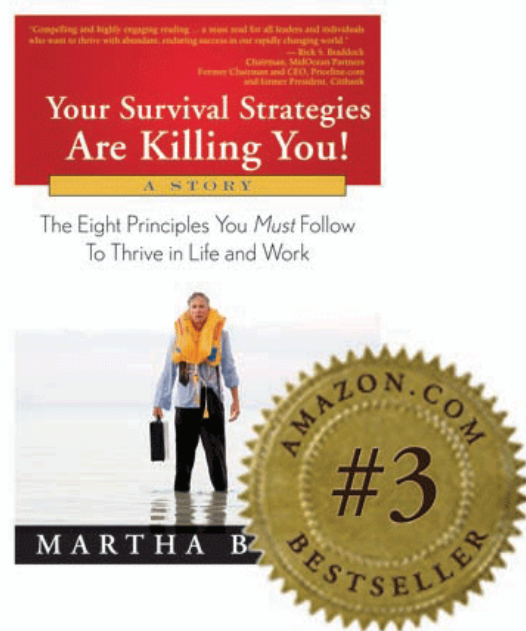
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Keep on making a difference. The world needs you now more than ever.

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