

My New ?Closed Door? Policy!

I recently attended a management conference where I heard Bob Murphy of the Studer Group speak on, among other things, the benefits of ROUNDING and how to do it more effectively.

The old days of Management by Walking Around and Open Door Policy have met their match with Bob Murphy! This guy won't allow us to rely on these passive measures anymore & he wants us to ROUND with a purpose; he wants us to connect and ask meaningful questions; he wants us to take notes, log our interactions and report our results.

Just who the heck is this guy Bob Murphy? This is who he is & <
<http://www.studergroup.com/speakers/speaker.dot?inode=322886> >

Why am I telling you about another speaker rather than myself? It's simple & he is A.W.E.S.O.M.E!

As I listened to Bob, it struck me & I had gotten lazy with my own working relationships.

Because I am naturally talented in the area of ROUNDING I had subconsciously fallen into the false belief that I didn't need to concentrate on this aspect of relationship (and team) building. It would naturally take care of itself!

WRONG!

In listening to Bob I became very aware that this was a HUGE mistake. We all can understand how someone might subconsciously avoid something they are NOT GOOD AT & sort of an All-or-Nothing Thinking (Cognitive Distortion Alert!) if I can't do it well, I am not going to do it at all! sort of logic. But to avoid something you are good at is simply & well, ridiculous!

IF YOU DENY YOUR OWN talent (skills) & you may end up DENYING YOUR TALENT (people)!

So & starting Monday I am going to implement a new Closed Door policy! I am going to hit the office door earlier than usual. I am going to open it; I am going to put down my laptop, my cell phone, my keys and my wallet and pick up a notepad & I am then going to leave my office and CLOSE my door. My Closed Door can protect and defend those assets & while I head out to ROUND, protect and DEFEND the real assets in my life and career.

Celebrating my TALENT is my new talent!

Thanks to Bob Murphy for opening my eyes and closing my door!

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Lon is proud to announce "Defending the Caregiver!" in a new format as a one-man play, a Dramey (dramatic-comedy), celebrating, "The Caregiver!"

NOW APPROVED BY THE ANCC FOR FOUR CREDIT HOURS.

To learn more visit: www.DefendingTheCaregiver.com

(COMING MAY 2010)

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Lon Kieffer, author of "Get Out of Bed and Go to Work!", Speaker, Consultant, Expert on Workplace Culture Change and Generational Conflicts, gives seminars, keynote and plenary addresses, runs annual sales meetings, and provides Common Sense Consulting at: www.LonKieffer.com. He can be reached at: (302) 462-6748 on Facebook or via email at: Lon@LonKieffer.com

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