

Flexibility = Success!

"Nothing is softer or more flexible than water, yet nothing can resist it"

- [Lao Tzu](#)

You had a plan for the client dinner to start at 6:30pm, but now you are told that it will not begin until 7pm. You have started a new set of disco music only to notice that there is not a single soul interested in disco. "If you let expectations -- ideas about how life should be -- take precedence over how life is, you're going to be unhappy," says Cheri Huber, author of ["When You're Falling, Dive: The Power of Acceptance."](#) Your true strength in any moment lies in your ability to take what is happening and use it to build on a more positive outcome. Business success is a process not perfection.

Flexibility is the key to success!

I can not state it any more simply than that. Your ability to mold to what is rather than force your agenda will help you to gain more respect and can cause your clients to tell others about your efforts. During this holiday season, many of you will be catering to the corporate world. These are clients who need you to understand their situation and bend with them. While a wedding is a lifelong memory, the success or failure of the corporate holiday occasion often can adversely effect the organizer's position in the organization. He or she will be judged by the outcome of this event. The last thing someone in this position needs is inflexible vendors. Be a pro and suggest things that will make their job easier, but be accommodating at all times. Most of all stay focused on the Big Picture!

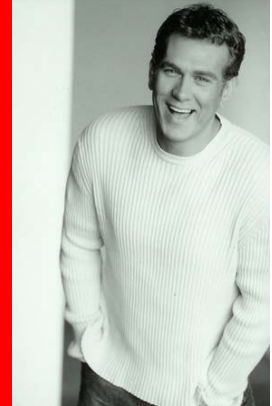
What is this Big Picture anyway?

The trick to forgetting the big picture is to look at everything close-up...so don't. The big picture is the overall project objective. When you are on the next event the overall client vision is the big picture. You reacting to a specific moment during the event by pushing an agenda is what we call loosing your sight. When you design the event agenda with your client, the results should be listed on the top of the page. This will keep you focused on what is most important and stop you from overacting when a challenge occurs.

How can I be more flexible? Use the "Awesome, and..." technique.

The quickest and most effective method to being more flexible is to say, "Awesome!" or any other similar word. Really say this word immediately and out loud. Then you can follow it up with "and..." After the "and" you can either suggest a way to make what is happening more effective or you can ask the person involved how they would like you to handle the situation. For example: imagine that the client wants you to stop the music instantly for an important raffle. Instead of debating the point simply say, "Awesome, and would you prefer I conduct the raffle in a fun way or do you have another idea in mind?" Now you are prepared to move into that moment with positive footing. Acceptance is the key. One of my favorite quotes from [Dr. Wayne Dyer](#) sums up the idea of acceptance, "'If I could define enlightenment briefly I would say it is "the quiet acceptance of what is." This simple philosophy will aide you in completing your events effectively and with a bag of referrals.

By: Todd Mitchem



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www.mitcheminteractive.com

info@mitcheminteractive.com
314.882.6812