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Uncommon Sense

Providing Clarity, Promoting Intelligence

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Greetings!

Great events are shaping our country. A recent election demonstrated that the country as a whole is soundly rejecting the Leftist policies of the current occupant of the White House. And some new revelations have come to light which cast a dark shadow over the President's signature legislation.



Some important info is included regarding networking effectively.

I hope you enjoy this issue of Uncommon Sense. And, better yet, I hope you forward it to those of your friends and associates whom you believe might benefit from reading it.

OK, let's get started.

Ara Norwood

Self-Development

Networking For Resources

When I was a young boy, my mother used to tell me to "play nice" when I was about to go and mingle with the other kids in the neighborhood. My mom knew that children are capable of getting into petty arguments about nothing, and she didn't want to have to referee our squabbles. All of us neighborhood kids had to learn to be friends.

The same holds true for us as adults. It's important to be able to make friends with many other people. Having a good, strong circle of friends has many benefits. One of these benefits has to do with the art of networking.



There are a lot of good reasons to network with your friends. While most networking is done in professional settings - often with total strangers - friends provide a certain amount of leverage and swift results. Your friends wield a vast swath of resources. What resources?

One of them has to do with the resource of other people. Another has to do with the resource of experience (meaning the experience of your friends - experience you may lack.) Yet another resource may be the resource of finances.

Examples abound. A friend, RE, contacted me just last week as she is considering purchasing an existing business. She asked me if I knew any people who owned a business in the same industry, as RE wanted to meet with some owners and ask them some questions. As it happened, I didn't directly know anyone who fit that particular profile, but I knew several people who did know such business owners. Thus, RE got me to open up my Rolodex, tap into it on her behalf, and as a result, I was successful in opening a door for RE that she could not have opened herself. And I was happy to do it.

Here's another example: Years ago I was the victim of a frivolous lawsuit - I was being sued for \$3.2 million dollars. The person who levied the lawsuit against me was an unstable kook who had absolutely no case. Fortunately, I was one of several defendants named in the case, and thus, I was able to form an alliance with the legal counsel that was defending one of the other entities named in the suit. We scheduled a deposition of the plaintiff who had launched the lawsuit, which was to be held in the law offices of the attorney I had partnered up with. This

attorney was to ask his questions of the plaintiff on day one of a two-day deposition, and it would be my turn to grill the plaintiff on day 2. While I was unfamiliar with depositions and how to conduct them, I had a friend, BC, who was a very experienced litigator, and he prepped me for the deposition with painstaking focus and instruction. Due to his wise counsel, I gave a withering performance at that deposition with such finality that I eviscerated my opponent, his case crumbled before his very eyes, and his own legal team withdrew the lawsuit the next day. My friend had bequeathed to me his vast experience in the law.

One final example comes to mind: This one goes back to RE mentioned above. Some time ago I was facing some potentially formidable circumstances that would require cash - lots of it. RE was aware of my circumstances. And although I did not seek her out, she approached me only as a true friend can, and she volunteered to loan me \$15,000 cash on the spot if I needed it, interest-free, and that I would not have to pay it back for five years. I was deeply moved by such generosity. Fortunately, I ended up not actually needing that infusion of cash, as my circumstances improved dramatically on their own in short order. But it was nice to know that I had a friend who was able and willing to provide such assistance if needed.

Friends can be great resources, and we should neither hesitate to seek their help when appropriate, nor should we withhold our help when the opportunities arise. When it comes to networking, turn to your friends. As long as it is clearly understood that you are willing and able to assist them in their hour of need, they are likely to come through for you in yours.

The Elephant in the Room **The Fall of ObamaCare**

Here's a quick recap of some events which, in my estimation, outline the demise of ObamaCare as we know it:

First, we go back to early 2010 when then-Speaker of the House Nancy Pelosi made the outlandish comment that we have to pass the Affordable Healthcare Bill known as

ObamaCare so we can find out what's in it. [Click here](#) to watch a short video clip of this eye-opening comment.

Then we had the nightmare of the websites that simply didn't work - in fact, they failed their testing phase just before the launch, yet Kathleen Sebelius, who was running that part of the show, went ahead and gave the green



light to continue with the launch - much to the [utter frustration of the public.](#)

Then we have the President of the United States telling the American people, [some 3 dozen times](#), that if they like their healthcare plan, they can keep their healthcare plan. This was a patently untrue.

Next, we have the fact that the left-wing media was party to all of this deception. Enter Melissa Francis, an honest reporter who used to work for CNBC. Ms. Francis reports that when she told her CNBC viewers that the math simply didn't add up for ObamaCare, she was called into the offices of senior management and told she must not cover such reporting for in doing so she was disrespecting the office of the President of the United States. You can hear it straight from her mouth by [clicking here](#).

Finally, the real bombshell: Professor Jonathan Gruber, a Leftist professor at MIT and one of the [chief authors](#) and consultants behind ObamaCare. Gruber's comments reveal several things: First, he (like most Leftists) suffer from a healthy dose of positive yet unwarranted self-esteem and at the same time consider the rest of the American public basically "stupid" (his word.) But worse, Gruber [openly admits that deception was used](#) to get ObamaCare passed. He admits that if transparency and honesty had been in play, the law never would have seen the light of day.

Yes folks, we were duped. And Gruber is laughing all the way to the bank, as he pocketed [several million dollars](#) for his work.

And how have those on the Left responded? More obfuscation. In the case of President Obama, he simply dismisses the story, claiming everything is fine, there was no deception, and after all, Mr. Obama doesn't even know who Professor Gruber is (even though Professor Gruber has been inside the Oval Office for meetings.) Likewise, Nancy Pelosi insists she has no idea who Professor Gruber is (even though her office has cited Professor Gruber's work in the past), as if that resolves the problem. And, in typical fashion, I have heard other Leftist pundits this week respond to the Gruber fiasco by saying, in essence, "Bush lied about two wars, so there!" That's their actual response. Telling.

And that, my friends, is the latest elephant in the room.

From Ara's Journal

The Music of Goodbye

In 1986 I saw a wonderful film, *Out of Africa*, starring Robert Redford and Meryl Streep. Although the movie was almost 3 hours in length, the cinematography was a thing to behold. And the soundtrack was really quite pleasant. Apart from the main soundtrack, vocalists Melissa Manchester and Al Jarreau recorded what became known as the love theme from the movie, a pop song titled "[The Music of Goodbye.](#)"



The opening lines are hauntingly evocative:

*"A song I know so well.
The music of goodbye again.
It's there each time we say hello.
As always there's no reason why again."*

And the chorus is equally stirring:

*"As through the night we dance,
the tender dance of try again
I hear it playing softly, and sadly*

The music of goodbye."

I think it not too much a stretch to conceive of a music of goodbye that touches us all. The strains of this music are at once painful, grief-producing, and melancholy. I am sure I am not alone in having experienced, in various forms, this music in my own life.

Sometimes this music comes about due to the passing of persons in your life who grow old and die, or whose death comes due to a lingering disease, or a sudden and unfortunate tragedy that took a life prematurely. I am, as of this writing, perhaps weeks, if not days, away from losing my mother-in-law, who's long life seems to be winding down due to the natural aging process. It is a poignant time in my life, and the life of my family.

At other times, conditions bring about the music of goodbye due to the changing circumstances in people's lives, causing them to relocate. Wise leaders who have deeply influenced and blessed my life such as DB and MH have left the arena of my "space" and have gone out of state. I may never see them again, but I will never forget their example. Still, there is a void.

Dear friends such as LB or DG or DY face circumstances in their lives that take them away, and the music plays it's sad but familiar tune once again.

A close co-worker confided to me recently that he and his girlfriend ended their 3-year relationship, leaving both of them sad and lonely. Sometimes marriages end and families splinter, and the consequences are felt for generations. The painful song plays again.

And there are times that I myself initiate the song, on those occasions where I find I must distance myself from individuals who just can't seem to benefit from our association in a healthy or productive way. Shutting down connections is also painful for all involved, but sometimes absolutely necessary for the growth of everyone. Still, wisdom sometimes dictates such moves are crucial.

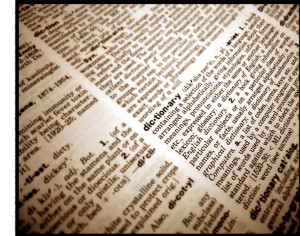
The music of goodbye: stirring, sad, and nostalgic at times.

But an inescapable part of the human condition.

The World of Words

Bedlam

Building Your Power of Expression



Bedlam n.

Pronunciation: 'bedləm

Meaning: I love this very expressive word. It is evocative of other words that are just as lively: mayhem, anarchy, and upheaval. Anytime something is in an uproar you've got bedlam. Anytime things are in utter commotion, or chaos, you've got bedlam. Anytime you see a riot taking place, you could use the word bedlam to describe it. Calm is the opposite of bedlam. So is tranquility, peace, and order. Bedlam is undisciplined lawlessness. And it describes much of our present world, unfortunately.

Usage:

- *There was pure bedlam in the courtroom once the verdict was read aloud.*
- *Contrary to what he told you, things were not calm once the decision was announced. Instead, the situation quickly descended into a state of utter bedlam and pure pandemonium.*
- *Try to keep things under control this time. We don't want a repeat of the bedlam that ensued last time.*

New subscribers, the Special Report "11 Ways to Beat the Odds" should have been sent out to you already. If you have not received it, please communicate that to me via email (ara@aranorwood.com).

For more information on my work, follow me on Twitter ("Ara Norwood"), or on Facebook (keyword "Leadership Development

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Sincerely,

Ara Norwood
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