


# Uncommon Sense

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Issue: # 130

October 31, 2016

Dear David,

 Ara Norwood

I'm getting this second issue for October out just under the wire.

In the **Self-Development** column, you'll read of a fascinating and uncanny story involving great irony. It is connected to a time I got fired, after about two days of employment. See what you can glean from that.

Additionally, I do one final compare-and-contrast of the presidential candidates in the **Elephant in the Room** column. And I reveal who I will be voting for.

Finally, in the **Ara's Journal** column, you will find some musings on the important topic of judgment.

OK, let's get started.

Ara Norwood

### What Goes Around Comes Around

Getting fired from a job is never pleasant. But as an employee, how you conduct yourself during the separation process can make a huge difference. You never know when you might cross paths with some of the same parties down the road, perhaps when you interview some years later at a new job and the person who fired you is now working there.

Allow me to share an experience.

When I first moved to southern California on Christmas Eve many moons ago, I had no job and was weeks away from getting married. I needed a job to support my soon-to-be family, so I applied for whatever job openings I saw. A small firm that sold orthopedic medical supplies over the phone hired me and a handful of other people to work as telemarketers. But it was on a provisional basis. We would all be given a few days to perform, and during those few days, management would observe us closely and make a final determination if we were truly made of the right stuff to remain employed there.

It was a maddening experience, where the new hires would pick up the phone, call a physician's office, and then a more experienced rep would stand in front of us with a muted headset on, listening to the call, and telling us verbatim what we were to say to the person on the other end of the phone. The experienced rep would spout off a sentence and expect us to mimic that sentence verbatim. From the perspective of a new hire who was listening to the customer in one ear and trying to listen to the experienced rep in the other ear and then, spew out what we were instructed to say was quite a juggling act which took immense concentration.


I didn't last beyond a few days. I was pulled into the sales manager's office, a guy named Sean, and was told I was being let go. I was disappointed, but I conducted myself graciously and professionally during that exit interview. I walked out the door and never thought about that company again. In fact, I soon forgot the name of that company or the people who worked there.

Fast-forward 20 years.

I was finishing up a five-year stint as the Sales Trainer for another medical supply firm. After five years, I wanted to try something new, so I was leaving the company to take on a sales job at a start-up that offered lucrative commissions. So I resigned from my present employer, and we parted company on good terms.

A few weeks after I started my new job, I was out in my garage looking for an obscure note I had written down in my Franklin Planner many years earlier. So I pulled out my archives of Franklin Planners from many years ago. I knew the information I wanted was somewhere in one of those Franklin Planners. And as I was flipping through those pages, I came across a note I wrote myself many years ago: "Today I got fired by Sean at Royce Medical."

And I was puzzled. Deeply. Because Sean at Royce Medical was my boss whom I had just handed in my resignation a few days earlier.

Hard to believe, but the same fellow who fired me more than a decade earlier on the grounds that I was a poor salesman, hired me 15 years later as the one guy he trusted to train his sales people.  Karma


Neither he nor I, at the time I was being hired, had any recollection of the earlier termination. But had I acted inappropriately or unprofessionally, the story may well have ended differently.

What goes around does, indeed, come around.

## **The Elephant in the Room**

### **This Presidential Election: What's At Stake?**

I'll make this very clear and pointed: we are days away from what may turn out to be the most consequential election in our lifetime.

The sad reality is that we have two candidates to choose from, neither of whom appears to be an ideal choice  Trump vs Hilary (or even a good choice.)

For most Americans, their vote may be for the candidate whom they believe is less of a liability. Think about that for a moment: imagine casting your vote for the leader of the free world only because that person nauseates you less than the alternative. . .

Frankly, we are at a juncture in U.S. history that is deeply troubling. We have a dearth of leadership at this time. Our best candidates are not interested in running for high office. Our most capable leaders do not want to be subjected to the scrutiny and the vitriol that has become standard fare with our political process. And it's hard to blame them.

Donald Trump is a man of some talent. He has created an empire for himself with his real estate ventures, his beauty pageants, and has managed to star in a very popular reality TV show. He is a successful businessman, a tough negotiator, a deal-maker. He is also immature, hot-headed, and lacks social graces. Would he fundamentally change for the better if he was elected President? Doubtful.

Hilary Clinton is a fairly seasoned politician. She has been at or near the forefront of a lot of political happenings for several decades. She is measured, usually intelligent, and shrewd. However, she is also colossally careless and smug. She doesn't play by the rules. She is often dishonest. And she usually seeks to advance her own power base and bank account ahead of the interests of the country. Will she continue to do that if elected president? No one can answer that with certainty, but old habits die hard.

I am not happy that my choices for President are Donald Trump and Hilary Clinton. But like so many others, I have to ask myself what will likely happen to

the country if either one is elected. Because Mrs. Clinton represents a party that has been taken over by the secular Left, and because she has demonstrated a lack of commitment to law and order, while Mr. Trump is at least claiming to be the law and order candidate, it is difficult to see the virtue in voting for Mrs. Clinton. Further Mrs. Clinton appears to be steeped in a wide variety of scandals, just as her husband was in a previous decade, and she seems bent on denying the long train of corruption that seems to follow her wherever she goes. Even as I type this, I am seeing on the [news wires](#) that another scandal is breaking involving Donna Brazile, the current Chair of the Democratic Party, who leaked debate questions to Mrs. Clinton in advance -- more than once -- all the while denying she ever did so. Mrs. Clinton simply will not play by the rules. And worse, Mrs. Clinton is very likely to continue to impose the same radical Leftist agenda on the American people as her predecessor has, further depleting America of it's unique strength and position in the world.

If Mr. Trump wins the presidency, it is hard to tell what he might do. Certainly some of the things he would do would be a refreshing change from the dull slide we have seen over the past 8 years. Yet other things he might do (or attempt to do) could prove catastrophic if they were carried out. Trump is much more of an unknown.

Decisions have to be made. And in spite of all my misgivings, I have made my decision.

I, with trepidation, will be casting my vote for Donald Trump. I only hope I don't live to regret having done so.

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

## **Shameless Plug**

### **Is Your Résumé Overdue for an Overhaul?**

You may be gainfully employed, you may be unemployed, or you may (knowingly or unknowingly) be heading for a layoff. Having an impressive résumé can set you apart from the competition and position you for your next job.



Don't wait for the crisis. Get ahead of the game by whipping your résumé into shape now!

If you are in need of a quantum improvement of your résumé, you will benefit from my eBook, *Crafting a Winning Résumé*, which you can order by [clicking here](#).

Your résumé is your marketing brochure, and you do not get a second chance to make a first impression. Make an investment in yourself!

\* \* \* \* \*

*"I purchased Norwood's résumé guide last month and it's amazing! He goes through the processes step-by-step and you end up with not only a résumé that will get you that interview, but the skills necessary to be confident so you succeed in your interviews resulting in you receiving job offers (yes, offers)." **D Smith, Santa Clarita, California***

*"I could not have gotten my first job without your expertise. Thank you so much! I learned that I had to reword and improve my résumé in order to be taken seriously in the workforce. I had been given tips from my professors in Health Science and other professionals but your advice was just what I needed. It took weeks of frustration waiting for interview calls when I happened to stumble across your website and discovered that I needed help. Your publication enlightened me with your knowledge on the wording and format needed to attract an employer. Furthermore, your booklet helped me recognize certain skills and work experience that I would have never considered important until you got me thinking about it. Thanks for a great product!" -- **R. Espana, Valencia, California***

## **From Ara's Journal**

### **On Judgment**

Judgment is an emotionally-laden word.



Journal  
Writing

Most of the time, I hear things said about the notion of judgment that seem to give it a bad rap. Most people say some version of, "Don't judge. It's not your right."

What they likely mean is this: "Don't pre-judge. I don't want to be unfairly judged by you." But people don't hear that. They hear instead a blanket condemnation of judgment. And when judgment is expunged from the public square, bad things take root.

Judgment may be often misused, but when it is used intelligently and fairly, it is a safeguard against all things deplorable. When it is misused, it often harms the innocent.

But good judgment is a hallmark of wisdom. That suggests to me that judgment if it is wielded appropriately, is a virtue, not a vice.

Jesus is reputed to have said, "Judge not according to the appearance, but judge righteous judgment." (John 7:24.)

I hope I can learn to exercise good judgment in all my doings. I hope I can avoid being premature in my judgments.

## The World of Words

### Cursory

#### Building Your Power of Expression



Dictionary

**Cursory**, adj.

**Pronunciation:** kərs(ə)rē

**Meaning:**

Anything that is hasty or not particularly thorough is cursory. Things that are cursory lack scrutiny or detail.

**Usage:**

- *I failed to notice that clause in the contract because I gave it no more than a cursory glance. Very careless of me.*
- *A cursory review of the troops gave a sure indication of their readiness.*
- *Nor can even so cursory sketch of the history of leadership leave out such luminaries as Churchill or Reagan as shapers of western civilization.*

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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](mailto:ara@aranorwood.com)).

For more information on my work, follow me on Twitter ("Ara Norwood"), or on Facebook (keyword "Leadership Development Systems") or via my website: [www.aranorwood.com](http://www.aranorwood.com)

**Sincerely,**

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