

Uncommon Sense

Providing Clarity, Promoting Intelligence

[Quick Links](#)

[Ara's Web Site](#)
[Facebook Page](#)

[Join Our Mailing List!](#)

Click Here to Join!

Issue #232

January 31, 2020

I hope your January has been an example of a life well-lived.

Check out the **Self-Development** column for some reminders on the importance of having great relationships.

The **Elephant in the Room** column shines the spotlight on our nation's Founding Fathers and why we should see them as sacrosanct.

The **From Ara's Journal** column discloses my thoughts about achievement, and how we are either achieving or deteriorating.

And once again, **The World of Words** column brings you a nifty word that will make you not only sound intelligent, but will enable you to be more precise in your expressions.

OK, let's get started.

Ara Norwood



Self-Development

Relationships

We live in an interdependent world.

People are everywhere. And they come in all stripes. Unless you are a hermit living in a cave at the top of a remote mountain somewhere, you are going to be interacting with people. We get work done with and through other people. If we have any kind of a social life it is with people. Even outside of work and play, we still interface with all sorts of folks: the guy behind the counter at 7-11; the woman who takes your phone call in a Customer Service Department; the Amazon Prime driver you encounter as he delivers a package to your porch; the person from your church; the teacher of your child from the middle school. The list is endless.

I suggest we be more mindful in the building and strengthening of our relationships. Let's start with professional relationships for this discussion. At work, we are always telling co-workers who we are, in countless ways. How we conduct ourselves during a team meeting will say a lot. How we are in our one-on-one interactions also speaks volumes. It's tricky business and hard to be consistent. I suggest we look for opportunities to be seen as a problem-solver and a solution-provider, not a complainer. Leave the drama elsewhere. Also, strive to build the confidence of others by empowering them with your words of encouragement whenever possible. Offering a sincere compliment often goes a long way to solidify a relationship. Being clear-minded and on-point with your comments during meetings can help bolster credibility. Being approachable and good-natured makes you likable. All of these things can help foster strong relationships in the workplace.



Let's discuss your social life. Due to the busyness of our lives, it is easy neglect our friendships. Sending a text message can only go so far to build and maintain a relationship. An actual phone conversation can add a bit more to the dynamics of the exchange. But there just is no substitute for getting together with others. Many are apprehensive about doing so in this Covid-World we find ourselves in. But for those who are willing, I recommend scheduling time with your friends. And don't forget to be open to cultivating new friendships. People are starving for an enjoyable social life, so capitalize on that.

Few things are quite as pleasurable and meaningful as having good relationships with people. Piling up warm memories involving our interactions with others brings a sweetness to our lives that few other things can match. Ask yourself, on a weekly basis, what you can do to orchestrate a great interaction with the people you care about. And then do what you have to do to bring such interactions to fruition. Your life will have a richness that would otherwise be missing.

The Elephant in the Room Six Great Men Revisited

I was having dinner with a colleague the other evening. After we completed the business at hand, we chatted about a wide array of topics. At one point she asked me if I was a Democrat or a Republican. I replied I was neither.

I then alleviated her perplexity by explaining my political philosophy.



I try to adhere to the politics held by our Founding Fathers, all of whom I consider to be geniuses and men of nobility, vision, and virtue.

In other words, I am a Conservative. What does that mean? It means I am trying to conserve something. What am I trying to conserve? The wisdom of the Founders, six in particular (I am aware the accompanying photo shows 7) who stand out from the rest as pillars. These include:

- Benjamin Franklin, an amiable fellow with an insatiable curiosity who truly understood the value of self-development, self-improvement, and self-reliance. He is justifiably referred to as The First American.
- George Washington, a towering figure, not so much in raw intellect as in commanding dignity, indomitable courage, and reasoned judgment.
- John Adams, a passionate and sensitive man, steeped in law and learned in the classics, and a man of profound integrity.
- Thomas Jefferson, the author of the Declaration of Independence, a polymath, brilliant on all things pertaining to political philosophy and numerous other disciplines.
- James Madison, a man small in stature but of such contemplative stock it seemed he had libraries housed in his brain, and thus became the primary mover and shaker behind our Constitution.
- Alexander Hamilton, possessed of enormous energy, financial acumen, and a prescient mind that saw far into the corridors of time and anticipated a myriad of future developments this nation would face.

I call these the Six Great Men, and this nation was truly fortunate, perhaps divinely so, to have had these six luminaries on the scene in the same place at the same time. The result is an America that is the envy of the world. I try to align my own political outlook with their collective judgment. They are worthy role models.

Yet America is currently under attack by nefarious forces that would destroy America from the inside.

At the core of such attacks is a rejection of the wisdom of the Founders.

Over the course of the next several issues of *Uncommon Sense*, I will be articulating just why the Founding Fathers are worthy role models for maintaining a strong America.

* * * * *

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!

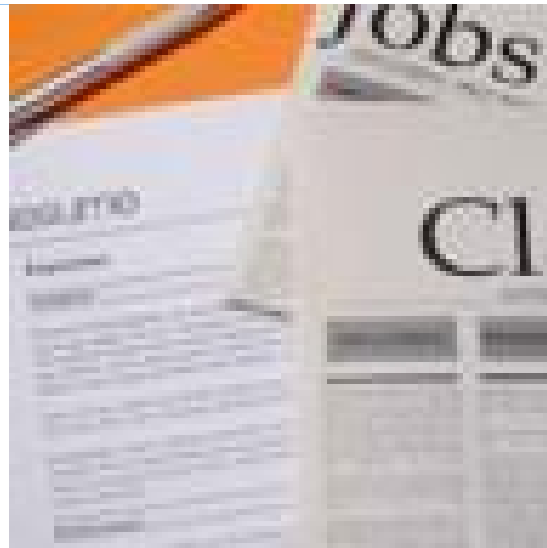
If you are in need of a quantum improvement of your résumé, you will benefit from my eBook, *Crafting a Winning Résumé*, which you can order by [clicking here](#).

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

Our Laurels

"Whatever it was that got you where you are today is not sufficient to keep you there."
Alvin Toffler



We sometimes hear the admonition "Do not rest on your laurels." What are laurels? In earlier times, laurels represented the foliage of the bay tree woven into a wreath or a crown and worn on the head as a symbol of victory. The crown was deemed to be emblematic of the very notion of honor and achievement. Thus, to rest on one's laurels is to be so satisfied with what one has already achieved that one makes no further efforts towards excellence. One becomes complacent, stale, and stagnant.

The human experience on this little orb we call earth is fraught with opposing dynamics. It seems to me that we are either evolving or devolving.

Devolving, eroding, deteriorating seems to be the natural order of things. Do nothing and nature will do its work -- making us weaker, stiffer, slower, etc.

Building strength, increasing capacity, sharpening our skills, improving our performance, . . . all of that requires effort. All of that requires dedication. All of that requires consistency.

Not only that, but what I take from the Alvin Toffler epigraph at the top of this column is that if we are not consistently adopting new and better practices to augment and even replace previous practices that worked wonders earlier, we are in danger of stagnation and eventual irrelevancy.

What to do?

Decide that development is a life-long endeavor. And then act on that decision.

The World of Words

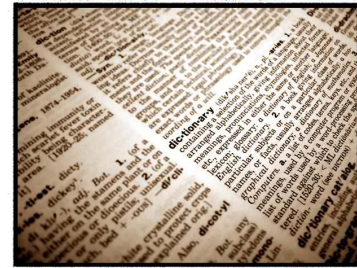
Probative

Building Your Power of Expression

Probative, adj.

Pronunciation: pŕōbədĭv

Meaning: This nifty word pertains to anything that has the quality or function of proving something, or demonstrating something. If someone is behaving in a way that provides evidence or sheds light on the veracity of something, they are doing something that is probative.



Usage:

- *We want to place the probative burden on the defendant.*
- *His presentations are so lucid and compelling that they seem to always have a probative thread running through them that seems unarguable.*
- *The probative value of the new evidence in each case is to be assessed on its own merits.*

New subscribers, the Special Report "11 Ways to Beat the Odds" should be in your In-Box within 24 hours from the time you subscribed. 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 Facebook (keyword "Leadership Development Systems") or via my website: www.aranorwood.com

Sincerely,

Ara Norwood
Leadership Development Systems

Visit our website



Leadership Development Systems | P. O. Box 801681, Santa Clarita, CA 91380-1681

[Unsubscribe {recipient's email}](#).

[Update Profile](#) | [Constant Contact Data Notice](#)

Sent by ara@aranorwood.com powered by



Try email marketing for free today!