

## **DTD Episode 95 Show Notes**

### **Jump! But Not to Conclusions**

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Taking swift action can be very rewarding and fruitful at times. You get an idea and put it into action. Or you jump on the bandwagon for a new product and it works out well for you.

I am definitely a fan of action and forward momentum. If you are like me you feel the same.

A too Swift analysis with a final verdict can sometimes lead you astray, however. So many of my clients suffer the affects of jumping to conclusions too quickly. I call it Living in the World of Assumption.

Our assumptions generate ideas and feelings about a situation and these drive our actions.

We make assumptions about what others want from us and why, we take guesses at what our boss meant by that, we decide what the look on a co-worker's face means about us.

I love the poem, "The Cookie Thief". It illustrates what can happen when we assume. I first heard it read by Wayne Dyer years ago.

Here it is:

#### **The Cookie Thief**

by Valerie Cox

A woman was waiting at an airport one night,  
With several long hours before her flight.  
She hunted for a book in the airport shops.  
Bought a bag of cookies and found a place to drop.

She was engrossed in her book but happened to see,  
That the man sitting beside her, as bold as could be.

Grabbed a cookie or two from the bag in between,  
Which she tried to ignore to avoid a scene.

So she munched the cookies and watched the clock,  
As the gutsy cookie thief diminished her stock.  
She was getting more irritated as the minutes ticked by,  
Thinking, "If I wasn't so nice, I would blacken his eye."

With each cookie she took, he took one too,  
When only one was left, she wondered what he would do.  
With a smile on his face, and a nervous laugh,  
He took the last cookie and broke it in half.

He offered her half, as he ate the other,  
She snatched it from him and thought... oooh, brother.  
This guy has some nerve and he's also rude,  
Why he didn't even show any gratitude!

She had never known when she had been so galled,  
And sighed with relief when her flight was called.  
She gathered her belongings and headed to the gate,  
Refusing to look back at the thieving ingrate.

She boarded the plane, and sank in her seat,  
Then she sought her book, which was almost complete.  
As she reached in her baggage, she gasped with surprise,  
There was her bag of cookies, in front of her eyes.

If mine are here, she moaned in despair,  
The others were his, and he tried to share.  
Too late to apologize, she realized with grief,  
That she was the rude one, the ingrate, the thief.

How many times in our lives,  
have we absolutely known  
that something was a certain way,  
only to discover later that  
what we believed to be true ... was not?

So, yes,

Jump on the bandwagon  
Jump for Joy  
Do Jumping Jacks

But do NOT jump to conclusions!

All I can say is clarify, clarify, clarify! When in doubt, ask clarifying questions rather than jumping to conclusions!

Once while working with a client he exclaimed, “since I started working with you I feel like I’m constantly asking, ‘can you clarify that for me?’”

I laughed and told him there are all kinds of ways to start a clarifying conversation. I’ll make you a list.

That list become a .pdf with 50 different ways to ignite clarity. If you’d like me to send it to you shoot me a message. Go to [defeatthedrama.com](http://defeatthedrama.com) Click on the podcast site and then go to the submit your drama challenge form.

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