



## THREADS OF TRUTH WOVEN INTO THE FABRIC OF LIFE

---

*A series of ideas meant to deepen your inner journey*

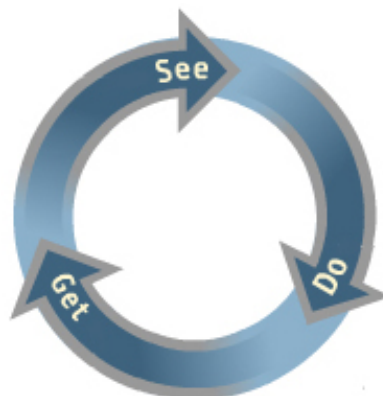
NUMBER FOUR

### **SEE > DO > GET**

Perhaps you have watched one of those Northwoods competitions where burly lumberjacks chop through a thick log in a matter of seconds. Can you imagine them frenetically chopping away without wood chips flying all over the place? Now imagine you are working to solve a personal problem that is making you more and more frustrated. No matter how many times you try, the result is always the same. No chips are flying! Without realizing it, we can become locked into patterns of behavior that just aren't working, where we aren't getting the outcomes we want. Have you ever found yourself trapped in this cycle of repetitive failure?

We would like to offer a concept that, if rigorously followed, can dramatically impact your personal growth and effectiveness, as well as your ability to influence others. It can even affect your overall happiness. The concept is called See > Do > Get, and here is how it works:

Most of us have heard the expression: "If you keep doing what you're doing, you'll keep getting what you're getting." The layman's definition of insanity is doing the same thing over and over again and expecting a different outcome each time. Not a very gratifying way to solve your problems! Yet, how often do we find ourselves caught in this cycle? It seems to be part of our nature as



human beings. So, if

you are engaged in a behavior that is not getting you what you want, it would be best to try a behavior that will lead to a different outcome. In other words, do something different.

At a relatively young age, we have already developed ingrained personal habits. Over time it becomes increasingly difficult to choose a different way of doing things and develop new patterns of behavior. For example, we put our clothes on the same way every day, greet people in the same manner and have much the same eating habits as we did in our youth. Even our mood swings can become predictable. So, how then does change happen? Answer: by developing our “See.”

At one time or another, each of us has chosen to do something differently because we didn’t like the outcome we were getting. Each time it happened it was the result of a new or expanded See—learning something new and exploring options. Only smokers who can See the long-term effects of tobacco use are able to break free of their habit. Parents who go to a parenting class employ new techniques for managing their difficult child and they “Get” a happier home life. An executive realizes that his management style is stifling company growth, so he learns to delegate responsibility and “Gets” an increase in productivity. The examples are endless.

Change and growth occur because we allow the See part of us to do its work. We don’t want to suggest that it’s magic, but something transformational happens when we put our energy into the exploration of new approaches to life’s situations. We suggest that if you are not getting what you want (in any part of your life) you might consider a new See. Gather fresh information and investigate a novel approach. Look at the situation from a completely different angle and start imagining the world

through someone else's eyes. When you have a new See, the different "Do" will take care of itself. Then be ready to experience the "Get" you were after in the first place.

T.S.

*Is there an area of your life where a brand new "See" could "Get" you a better, more productive outcome? Something to think about.*

The "See > Do > Get" model pictured above is borrowed from FranklinCovey. The theory has been widely adapted by top firms like Spencer Shenk Capers & Assoc.