



THE DISTELFINK – Understand

February 14, 2011

Some years ago, a friend recommended I read the book The Four Agreements. I hope that many of you have too, because I find the teachings so valuable. For those who may not yet be familiar with these lessons, one of the Agreements suggests, “Don’t make assumptions”. Sounds easy enough, doesn’t it? But I can assure you, it’s not.

Already this year, I have encountered occasions where assumptions have been made about the times of meetings, plans previously made, understandings of investment goals or preferences, or knowledge about a family’s priorities or interests. And, they’ve been wrong. Unchecked or unconfirmed assumptions are dangerous at worst, and inconvenient at best. For those advisors amongst my readers, I highly recommend you seek to strengthen and deepen your understanding of your clients’ most important goals and objectives. And, for my families and friends who enjoy the Distelfink, try to engage in a practice of more understanding and less assuming in your lives.

Like anything new, it can take some time to get used to. But by bringing your attention to this practice of **not** making assumptions, you will find new ways of communicating, make subtle adjustments in how you ask questions, and hopefully enjoy a freer and more fluid lifestyle. Ceasing to assume can eventually become a habit, just something you do as your way of being. Then you will become an even more trusted advisor, or more highly valued friend or loved one. Try it! Enjoy!

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