

Proper Tools

Why are some things so difficult?

Perhaps, the difficulty is because you are approaching the project without the proper tools. With the proper tools, most jobs are, if not easy, at least attainable..

For several years I have struggled with a rubber raft getting it in and out of the water in the spring and fall. This year I broke down and bought a trailer - the trailer I should have bought when I bought the boat. Boy, what a difference. The boat came out of the water with ease, I did not break my back, I was able to move it, clean it, and put it away with little effort.

As I put the boat away I reflected on the ease of the project. Then, I wondered why I had suffered the previous two years without the trailer. In hindsight, boy was I shortsighted.

In business I always make sure I have the tools needed and I try to buy the best as well as hire the best. Hiring and buying the best is not expensive. Hiring and buying the best is the most cost effective and the best thing you can do for yourself and your clients.

Good enough is not good enough. Do you want to buy from someone that is good enough? Do you want to hire someone just good enough, or average? Are you average?

In my 30 plus years in business, I have found that every time I saved money and went without a tool, I suffered and so did my clients. The best employees were the most expensive, and they produced the greatest return for the business and the clients. In effect, they were the least expensive based on the increased revenue and client satisfaction they provided.

Yes, we need the proper tools in business, in playing with our toys, in doing things around the house, and in doing things with the family. In anything we do, we need the proper tools.

Sometimes we need to buy the tools, and other times we can borrow them. The tool of knowledge is something I borrow in those areas where I am not as up to speed as I would need to be. I rely on those who have an expertise in the subject at hand and, in return, I help them in areas where I have the expertise.

You already know, or will learn very quickly, if you have the proper tool(s) for the project at hand. If not, stop and get the tool or person who can assist. Yes, while being assisted be sure to help and learn at the same time.

The story of the skiff is symbolic of my summer. I had bought a new wooden schooner and there was much to learn. One of the thrills of something new is the learning and the growing that goes with it. The first time is the worst. Then, as we learn, as we find and use the right tools we feel good, our confidence increases, and we feel the satisfaction of a job well done.

We need tools in all areas of our life. When giving to others think of the tools you can give them for their long term benefit. The tool may be physical or it may be the tool of a book, education, or hands on learning. Tools can be a lifetime gift to another.

Don't struggle without the proper tools. Obtain the tools and enjoy the project. Life is not meant to be hard but enjoyable.