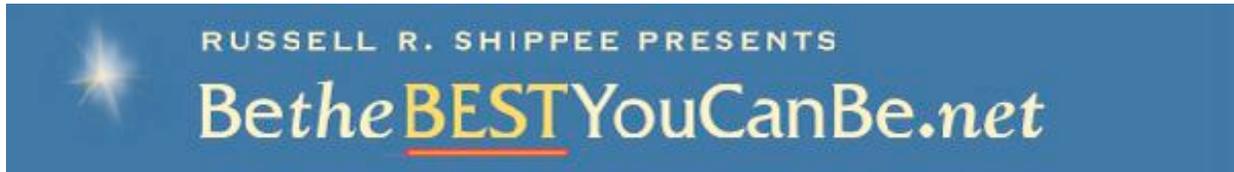


**From:** Russell Shippee <rshippee@lighthousepartnersllc.com>  
**Subject:** Newsletter - Understand -7-17-08  
**Date:** July 8, 2008 1:12:45 PM EDT  
**To:** rshippee@lighthousepartnersllc.com  
**Reply-To:** rshippee@lighthousepartnersllc.com



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Russell R Shippee

*Dear Russell,*

**No, I have not lost my confidence just because all of my year to date goals are not met.**

Yes, it is time to get back to work after a long 4th of July celebration in the USA. Summer is a great time to celebrate and enjoy the fruits of our labors.

**NOW is the time to get back on track.**

I am confident I can 'catch up' with a little focus. Yes, a little focus and attention can accomplish much in a short period of time.

*We all have the same amount of time. It is just that some of us get so much more done than others. The old saying "If you want something done give it to a busy person" is so true. Yes, YOU can be that person and you have the skills, if you wish to use them, to be so.*

### Quotes

"We need long term goals to take our minds off our short term failures (lessons)"

Charles Noble

"To accomplish great things, we must not only act, but also dream; not only plan, but also believe."

Anatole France

"Hope is the dream of a waking man."

Aristotle

"The MOST important things in life are NOT things."

unknown

**Yes, you are the BEST when you allow yourself to be so. Yes, you can do it. Yes, deep down you know it. Remember the times you have proven it to yourself?**

Please read the two short articles below.

When we understand, we can more easily reach and accomplish our goals. Let's seek first to understand and then act.

**Be *the* BEST You Can Be,**



Russell R Shippee

**Helping You, Motivating You, Encouraging You, to Be the BEST You Can Be**

## **Puppies for Sale**

By: Author Unknown

**A store owner was tacking a sign above his door that read "Puppies For Sale." Signs like that have a way of attracting small children, and sure enough, a little boy appeared under the store owner's sign. "How much are you going to sell the puppies for?" he asked.**

**The store owner replied, "Anywhere from \$30 to \$50."**

**The little boy reached in his pocket and pulled out some change. "I have \$2.37," he said. "Can I please look at them?"**

**The store owner smiled and whistled and out of the kennel came Lady, who ran down the aisle of his store followed by five teeny, tiny balls of fur. One puppy was lagging considerably behind. Immediately the little boy singled out the lagging, limping puppy and said, "What's wrong with that little dog?"**

**The store owner explained that the veterinarian had examined the little puppy and had discovered it didn't have a hip socket. It would always limp. It would always be lame. The little boy became excited. "That is the puppy that I want to buy."**

**The store owner said, "No, you don't want to buy that little dog. If you really want him, I'll just give him to you."**

**The little boy got quite upset. He looked straight into the store owner's eyes, pointing his finger, and said, "I don't want you to give him to me. That little dog is worth every bit as much as all the other dogs and I'll pay full price. In fact, I'll give you \$2.37 now, and 50 cents a month until I have him paid for."**

**The store owner countered, "You really don't want to buy this little dog. He is never going to be able to run and jump and play with you like the other puppies."**

**To his surprise, the little boy reached down and rolled up his pant leg to reveal a badly twisted, crippled left leg supported by a big metal brace. He looked up at the store owner and softly replied, "Well, I don't run so well myself, and the little puppy will need someone who understands!"**

**Do you have someone who Understands!**

## Understand

Do we understand?

When something does not make sense to us, it may well be that we do not understand. We may not have all the facts, the background, and the history to understand what is or is not being done.

If we don't understand, we just have not done enough research.

Our understanding is based on what we know, what we see,

and what our history has been. While that is the same for all of us, we have to understand we are all different. We all see the same thing, and we all see it differently. We all filter what we see and hear, and we all filter it a little differently.

Take the time to understand what the other person is saying or trying to say. Taking the time to understand will build respect, and you might even change your mind when you understand all the facts as seen by someone else.

Do not assume the other person is wrong and does not understand if they do not agree with you. You may be wrong, or it may well be just a difference of opinion. Differences are what the world is made of. We all understand things a little differently from one another.

Understand that you are right based on your assumptions, and so is the other person based on their assumptions. Take the time to listen to and learn the other person's assumptions, and you might just change your assumptions, or they might change theirs. Or, you might agree to disagree while having a better understanding of the differences and how they occurred.

Often we do not take the time to understand another. We might not have the time to listen and understand, but too often we have the time to fight and protest the other person. Would it not be better to take the time in the beginning to see if we can come to an agreement after understanding the other person and their point of view?

If we walk in another's shoes or live their life, we would better understand them and their thought process. Taking the time to understand another gives us great insight. The understanding is the starting point of agreement and compromise.

Where should we start to practice understanding? Perhaps the first and best place is right at home. Perhaps we can listen to our spouses and children. It will make for a more harmonious home life. Then, we can practice understanding at work. We can accomplish more and mutual respect will grow.

Now do you understand the value in taking the time to understand?

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