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Team Building

No Excuses

Self-Awareness - 20 min**The Obstacle**

- Individual over team goals
- Avoiding conflict
- Marginal commitment & effort
- Not valuing teammate's contributions
- Managing status
- Negative attitudes & body language

The Delivery

Discussion & Reflection

**The Way**

Introduction

- Ask: What is an excuse? When do we use them? When do we avoid using them?

Lesson

- Share the excuse quote on the next page.
- What part of your life are you most likely to make an excuse in?
- What part of your life are you most likely to avoid making an excuse in?

The Follow-up

1. Write down 3 opportunities in the last 2 weeks to make an excuse, but chose not to. How do you feel about those decisions now?

NO EXCUSES

ANY EXCUSE for non-performance, however valid, softens the character. It is a sedative against one's own conscience.

When a man uses an EXCUSE, he attempts to convince both himself and others that unsatisfactory performance is somehow acceptable. He is, perhaps unconsciously, attempting to divert attention from performance; the only thing that counts is his own want for sympathy.

THE USER is **DISHONEST** with himself as well as with others. No matter how good or how valid, the EXCUSE **NEVER** changes performance.

History never asks how **HARD** it was to **DO THE JOB**, nor considers the obstacles that had to be overcome. It never measures the **handicaps**. It counts **ONLY** one thing - **performance**.

No man ever performed a worthwhile task without consciously ignoring many a plausible EXCUSE.

To use an EXCUSE is a *habit*. We **cannot** have **BOTH** the performance habit and the EXCUSE HABIT. We all have a supply of EXCUSES. The **more** we use them the lower become our standards, the *poorer* our **performance**. The **better** we **perform**, the less plausible our EXCUSES become.

NEXT TIME you want to *defend* your *sub-par* performance, say instead -
No Excuses!

Notice the startling effect this will have on your own self-respect. You will have recognized your failure. You will have been honest with yourself. You will be one step closer to the **performance habit**. You will be a better person for it.