

## *Be Ready for the Moment*

It was Forrest Gump who said, “Life is like a box of chocolates; you never know what you’re gonna get.”

But author Tony Jeary says that “Life Is a Series of Presentations;” that’s the title of his book. In it, he offers eight ways to “punch up your people skills at work, at home, anytime, anywhere.”

Jeary tells this story:

A woman who was deeply involved in her state’s politics dreamed of meeting the governor and winning his support for her most cherished goals for the state and her own area. She fantasized about different scenarios in which she might meet him and bend his ear for a few precious moments.

Finally, after attending many political events, she suddenly found herself standing next to the governor in the food line of a brunch – and he was alone.



Excited at long last to share her agenda with someone who could help make it come true, she realized that for all her strategizing, she’d never planned out exactly what she would say. Where to begin? There was so much to say, but she could only mumble hello and say something unmemorable about the food.

The woman had learned a painful but valuable lesson, one that’s applicable for any of us in Life Care, Century Park or Life Care at Home who need to make the most of our time with people who can help us.

Don’t just plan to catch their attention; plan how you’ll use it.

– Beecher Hunter