



## Thoughtfulness

### **Overview:**

Becoming proficient at giving to others starts with being thoughtful of others.

### **Discussion:**

A consistent message we communicate to our members is that if we want to get things from those in our network we need to resolve to give to them first. Now if we are focused on giving so we get from our network, great. But the fact of the matter is that if this is the only reason we are giving, we are only half way home. To totally surrender to the notion that “Givers Get” we need to give for no other reason than it is the right thing to do.

The starting point or foundation for this mindset is being thoughtful. This is simply the act of focusing on ways in which we can be considerate of the feelings of others (whether we know them or not) and finding ways we can have a positive impact on their lives.

In his book, *Winning Without Intimidation*, Bob Burg discusses the fine act of thoughtfulness. Burg indicates that although this does not necessarily come naturally, being thoughtful is a simple idea that requires no really incredible skills.

Drawing on a story by William A. Ward in the book, *The Best Of Bits & Pieces*, Burg maintains that being thoughtful is nothing more than a habit and encompasses such occasional and basic acts as:

- ✓ Holding a door open for someone
- ✓ Paying a well-deserved compliment; or
- ✓ Parking a bit farther from the entrance (leaving closer spaces for those who cannot get around as easily).

These represent just a tiny portion of an almost endless list of examples of being thoughtful. If we focus on being thoughtful towards others, eventually it becomes a habit. We seemingly ask how someone is doing. We gravitate towards the person in the room who looks as if they feel

out of place. And being willing to sit and listen to someone, even though we have other pressing things to do.

Burg indicates that these acts of thoughtfulness may or may not be noticed. But as he also indicates, it does not matter. What is important is that we continue to be thoughtful. If nothing else, this will warm our soul with good feelings about ourselves.

Eventually and occasionally, however, our thoughtfulness evolves into larger deeds. We go out of our way to obtain a referral for someone. We devote an entire lunch to introducing two people and our benefit from the union is a warm fuzzy feeling inside. Or we scour our network for someone who can recommend a reputable plumber for no other reason than a member needs one.

At this point, we have arrived. We are giving not just to get (although that is a wonderful byproduct.). We are giving because it is the right thing to do – and this is all simply an extension of our thoughtfulness.