

# COACHING TIP

From Rex C. Houze

## STAMP OUT FUZZY THOUGHTS

**I know that you believe  
you understand what you  
think I said, but I am not  
sure you realize that  
what you heard is not  
what I meant.**

Vince Lombardi, the legendary football coach, emphasized to his players, “You’ve got to get it in your head before you can get it in your feet.” The same is true in business and inter-personal relationships. When you get it in your head – clearly, specifically, and succinctly, positive actions will follow.

Results come from actions and actions are determined by thoughts. When your thoughts are clear, you have a higher likelihood of getting the results you desire. At best, fuzzy thoughts produce fuzzy results. Usually fuzzy thoughts produce NO or POOR results. The clearer your goals, objectives, and expectations, the better your performance and results will be. The same is true for those you lead.

Clarity is important in one-on-one conversations, group presentations, training, writing goals, giving instructions, emails and reports, public relations, sales, customer service and most aspects of business and personal relationships.

Lee Iacocca, former Chairman of Chrysler Corporation, said, “You can have brilliant ideas, but if you can’t get those ideas across, they don’t do anybody any good.” To get your ideas across, carefully choose your words, phrasing, tone and inflection. How a word or phrase is spoken can dramatically impact your message and affect the thinking (clear or fuzzy) of your audience.

Just as weeds choke out a garden and don’t allow the plants to grow, your team members won’t grow and productivity and effectiveness will be diminished by “mental clutter” or fuzzy thinking. You can stamp out “mental clutter” by:

1. Capturing your thoughts in writing;
2. Having a written goals program with action steps;
3. Distributing written expectations; and
4. Clarifying priorities for yourself and those you lead.

Fuzzy thoughts and “mental clutter” are conditions that will drain your energy and contribute to worry, indecision, and procrastination. Clear thoughts will generate energy, stimulate action, and produce results. Clear thoughts will also enhance communication, increase motivation, and reduce mistakes and frustration.

### ***Clear Thoughts Produce Clear Results***