

## 15 Seconds Could Have Saved Me \$15,000

### Why Leaders Should Learn To Listen To Their Intuition

By Kendall C. Wright, President of Entelechy Training and Development, Inc.

By now, we've all seen the cute commercials telling us that "15 seconds could save us up to 15% on our car insurance." It's catchy, witty, and I presume true. That cute and catchy phrase has also become a personal reminder for me of a significant leadership lesson. If I had taken 15 seconds to check my passport, I wouldn't have missed out on a \$15,000 income opportunity.

While I haven't been one to put much credence in things like "intuition" and the like, I must say had I heeded my inner knowing, I would be a lot happier right now.

As it turned out, I relied on a third party associate to check on the Visas and passport regulations for an upcoming trip across Asia and Asia Pacific. As we were booking the dates, I had a "feeling" that I needed to check the expiration date of my current Indian visa, and make sure I had enough pages for a new Chinese visa as well. I thought we had plenty of time to take care of it and there wouldn't be any problems. Boy was I wrong.

I never actually checked the passport until several weeks after I experienced my first "hunch." And sure enough the visa for India expired the week before my scheduled departure. At this point, there was simply not enough time to get the visa. The problem was further exacerbated by the fact that I needed additional passport pages. Getting the visa and the additional pages are two very distinct and time consuming processes. What could have been prevented by a quick peek at my passport, ended up requiring a huge amount of extra, above and beyond, effort on behalf of a great number of people beyond just myself.

I have to own that if I had just checked the passport at the start of our planning discussion, I could have avoided all of the rescheduling, rebooking, and relationship upheaval. And that is to say nothing of the forfeited income.

Perhaps that still small voice that pushes, pokes, and provokes is there for a purpose. It sure would have made a difference in this situation if I had only listened.

Leaders should at least examine their intuition before casually and carelessly dismissing their hunches. It usually doesn't hurt to check it out. And it feels so much better to put it to rest than to deal with the resulting remorse, regret, and relationship repair.

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Kendall C. Wright, "The Actualizer," CEO of Entelechy T&D, Inc., helps business leaders -at all levels- fulfill the hard parts of their job descriptions. He is the author of *Affirming and Confirming SuccessFUL Living* and most recently released *Conversations On Success*, featuring insights from Les Brown, James Kouzes and other top tier international speakers. Find free resources at [www.EntelechyCan.com](http://www.EntelechyCan.com). Contact us at [Kendall@EntelechyCan.com](mailto:Kendall@EntelechyCan.com) or 513.860.4934.