

“If you don’t remove road blocks, **you are a road block”**”

Star performers never say the following:

- ❑ **“I thought everyone knew about it.”** — This is a typical response of non-performers to ensure that no one is accountable.
- ❑ **“I thought someone else was going to do it.”** — This is a great justification for inaction. Remedy is, a responsible person should ask questions to keep things moving on track.
- ❑ **“No one ever asked me to do it.” or “No one ever told me about it.”** — People who talk like this are operating with blinders or with a tunnel vision totally oblivious of what’s going on around them.
- ❑ **“They were supposed to get back to me.” or “They did not get back to me.” or “They are going to get back to me soon.”** — All these responses are a total demonstration of lack of responsibility. Why? Because expecting someone else to get back puts you at their mercy and stops the actions from your side. This is what people do when they do not want to take initiative and be responsible for it.
- ❑ **“I just had no time.” or “I have been busy up to my neck.”** — When people talk like this, their commitment is in question.
- ❑ **“I did not think of that.” or “I did not think that it was important to ask those questions.”** — Such phrases show the inability or unwillingness to see beyond and to grasp what is coming.