



PEOPLE SCOPE

Management Consultancy  
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## Must-do Tips No 65 - Savoury Seasonal Stories

In what is now our traditional foray away from useful tips on professional client relationships and business development, this issue brings together - for your Yuletide fireside delight and delectation - three of the best yarns that we have come across or heard of during 2009. Stories that involve professionals going about their normal daily business (NOT! - Ed.); and that may even shed some light on a serious issue or two. As usual, no names, no pack drill.

**From everyone at People Scope, we wish you a Merry Christmas and a Happy (and hopefully more prosperous) 2010.**

Keen to read more meaty stuff? You can tap into expertise on how to survive the downturn via **Business Development in Recession**. This article series is available to view and download at [www.peoplescope.com/articles.php](http://www.peoplescope.com/articles.php). And we have a wide selection of previous issues of Must-do Tips providing practical, real world advice for professionals, also to access for free. Go to [www.peoplescope.com/must-do-tips/php](http://www.peoplescope.com/must-do-tips/php).

### Story 1 – three not very wise (but photogenic) men

Working late into the night at a client's premises, three associates (they might have been managers) decided to pop out for a break and takeaway pizza. With the night receptionist away from his/her post and increasingly hungry, our three wise men vaulted the security gate to get out, bagged the Italian nosh, and vaulted their way back in to continue their all-nighter without a second thought.

Imagine their surprise then, when they were apprehended next day whilst trying to gain access to the client's premises and frogmarched by security guards, clutching photofit pictures of each of them, to a room deep in the bowels of the building, to await the arrival of the company's head of security and accusations of a code black breach of security. Several frantic phone calls and uncomfortable hours later, a (sic) delighted supervising partner arrived to spring them from their incarceration. Yo ho ho.

### Story 2 - no room at the inn

'Twas a cold and frosty evening in the world of client entertainment....and for two partners in particular, it proved to be an eventful night (and/or early morning).

Out and about to celebrate, partner number one had not bothered to book into the firm's usual hotel, believing he could find a colleague and share a room (yes, it's nearly always a 'him' in this type of story). Well it got to well beyond the witching hour and, far too worse for wear, our "tired and emotional" hero turned up at the hotel - only to find it fully booked and with nary a sign of 'the team' in residence. Turned away by the hotel night staff, in his increasingly fuddled state, our hero decided to settle down for a rest in a doorway...and promptly fell asleep.

As dawn broke, partner number two was greeted by the appearance at his hotel door of a dishevelled, tramp-like figure demanding access to his shower - who he almost told, rather forcefully, to go away (polite version). Until, he recognised his colleague and our hero, who had finally remembered the name of the firm's *other* preferred hotel!

## Story 3 - and a partridge in a pear tree...

...or rather, a pig in a poke. Flushed with the success of a client tender for her practice area, a partner in a niche (i.e. not full service) firm decided to go for broke - in the best interests of everyone of course - and ask the client's procurement department to consider the firm for all additional areas of work. Happy days? Well not quite. The partner now feels obliged to pitch for **everything** that they throw at her (after all, she did ask), irrespective of capability. Not quite the Christmas present list she would hope for. The moral of this story being, you can get what you ask for - even if you don't want it.

For more information on us, what we do, and who we work with, go to our website at [www.peoplescope.com](http://www.peoplescope.com).

We welcome feedback on what you think about "Must-Do Tips". If you like it hit 'Reply' and tell us specifically what you have enjoyed. If there is a topic or issue that you would like us to cover what is it? And if there is something that annoys, tell us too! We want to improve.

Finally, if you do NOT wish to receive "Must-Do Tips", [unsubscribe]click here to unsubscribe[/unsubscribe]. Or press 'Reply' and type 'Unsubscribe': we will do exactly that.

Best regards.

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