

Straight talk

Perhaps one of the greatest compliments that can be laid on someone is to say they are a “straight shooter” – someone who deals with employees and customers in an honest way.

Why are these people so revered? Because there are so many others who never shoot straight – they always choose a path that is more fiction than truth.

But the straight shooter tells you the truth as they see it. You can depend on them to be trustworthy. It's part of their personal vision of life. It's part of who they are.

How refreshing to get a salesperson who tells you the truth, a mechanic who you know is honest, a manager who doesn't lie to you, a co-worker who doesn't talk behind your back.

And it's refreshing for them to get one, too.

So how about you?

Are you a straight shooter? Do you tell the truth? Are you honest?

A woman who I used to know would never tell anyone the truth – it was her habit to lie. She did it to build herself up in the eyes of others – but people aren't stupid; eventually they would figure out she was selling them a bill of goods.

And in your professional and personal lives, people will figure it out, too.

Each of us has an innate “lie detector” within us. We can usually figure out when we're being sold snake oil. With some people we might not get it immediately – but eventually, it'll come out. Liars never are able to make it stick for long.

Be a straight shooter – if you're not currently, then learn how to shoot straight, and make straight talk a part of your daily life.

Copyright, 2007, by Daryl R. Gibson and Salesstar.com. All rights reserved. Permission is hereby granted for the non-commercial redistribution of this document as long as it remains intact with this copyright and all other lines. This license does not extend to the use of this material in a compilation, whether for profit or non-profit use. Join us at <http://www.salesstar.com>.