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**How do I know if I should
take the Job...**

Ask Ben Franklin

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BEN FRANKLIN CLOSE

“As you know, we Americans have long considered Benjamin Franklin one of our wisest men. Whenever Ben found himself in a situation such as you are in today, he felt pretty much as you don about it. If it was the right thing, he wanted to be sure and do it . If it was the wrong thing, he wanted to be sure and avoid it. Isn’t that about the way you feel, too?”

“Here’s what old Ben used to do. He’d take a plain sheet of paper and draw a line down the middle. On the one side he wrote YES, and under that he’d list all the reasons favoring the decision. Then under NO, h would list all the reasons against the decision. When he was through, he simply counted the columns and his decision was made for him.”

“Why don’t we try and see what happens? Let’s see how many reasons we can think of that favor your decision today.”

After you have listed all the Yes’s here’s what you say:

“Now let’s see how many reasons you can think of against it.”

SHUT UP. It is not part of your business to help him with the negatives. When that is completed, move forward with:

“Now let’s count them.” (Do it out loud) The yes’s should vastly outnumber the no’s. “Well, the wise decision is pretty clear, isn’t it?”