

THE IDEAL ALMANAC

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An Unexpected Night Off

Hello and welcome to the August edition of the Ideal Almanac.

My email went down tonight. It started to go out at 5:00pm and since then, almost for four hours I could not get emails. I am one of those obsessive compulsive people who check their email frequently. I do however have good reasons. Since we have teams around the world there are sometimes problems and decisions that come up that if I answer quickly then there is no downtime and work can continue. If I wait until normal business hours here in the Northeast, than that can sometimes mean a whole day is lost for our people in Asia, therefore, I stay on-call. I don't want to make it sound like it is a problem, I love my job, I love being connected, I love being in the middle of the action. If that sometimes means less sleep or monitoring on vacations or holidays, I don't care as long as I do not become intrusive on the people I am with, especially my wife.

However, it is also addictive and like any addiction the need to stay in touch, in command and making rapid decisions does have its downside. While others may take time to think through and go over all scenarios for a particular situation I internalize all the information I have at hand knowing that it is never complete and the

facts are often not exact and I go for it. The responsibility is totally mine. If we win it is because of our team, if there is a problem, it is my fault and responsibility. I have found that a good fast decision is better than a great long time decision because while others are thinking, I and our teams are acting. We get a lot of business simply on replying quickly and performing as needed often with inadequate information and making the best guesses possible. There are many times when we have been on a deadline and can't get the technical data or approvals needed, in those cases I will make the decision figuring doing something is always better than nothing and most of the time it has been acceptable.

Over the decades, our manner of doing business has worked very well for us and there is no reason to

change. Besides, it is fun being in the front of new technology and products, people like using us because they know we like to use our brains and will try anything. But in those rare moments of reflection where my email is down, I will simply accept it as God's way of saying to take the night off and that is exactly what I will do. I hope you all have a good night, I am going to sleep.

Regards,
Andrew

PS: I did go to sleep and 45 minutes later I got a text. That was still working! As with anything, just when I think I have the universe figured out even for an hour it somehow changes. Man plans and God laughs.

Read more of Andrew's blogs at:

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