

# Allawos & Company

Commentaries and Insights from Allawos & Company

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## “What Does Experience Have to do With It?”

*Michael Allawos, Principal Consultant*



The death of a business is not willing to move forward and grow. Always reinventing yourself and your business is the life blood of any organization. Stepping out of that comfort zone or the preverbal box that we sometimes place ourselves in is key to our success.

through life our experiences shape our lives. Experience both good and bad is still experience and in the right frame of mind is invaluable to our success.

So, what does experience have to do with my previous statement? As we move

We've all said "I'll never do that again" hopefully a lesson learned or perhaps the better way to phrase it would be "I won't do it that way again". So, we pick ourselves up, dust off the negative feelings and move about our business but how do we look at opportunity?

Opportunity and experience are partners. Yes partners. If you have experienced a bad or demoralizing experience you may shy away from a growth opportunity that you may think is out of reach because experience has taught you that you failed once before in trying to attain that opportunity or something similar. Transversely if you had a good past experience the confidence would be there and the opportunity in front of you would be a cake walk.

Years back I was receiving a decoration from another Country as a recognition for my role in international diplomacy. Being much "younger" and less concerned with failing I attempted to give a short speech in the other Country's language. Well as experience went this was one experience, I wish I didn't have or was it?

Since that time, I have given many speeches (in English) adding to my positive experience building on one speech to another when it has become a second hand nature.

Recently I found myself at another international Country's event and a different language was involved, one that the very mispronunciation could literally mean the difference between calling someone a Mom or a Cow which I didn't think was very funny. But the opportunity was there. The opportunity to shake off the past and possibly grow my international business. I pulled it off and the opportunities and the step-up stature was there.

Experience should be used as a road towards opportunity. Not looking at, a bad experience as a negative but as how to learn from it and look for that next opportunity to get past the negative and treat all experience as a positive asset.

The very definition of the word experience is as follows:

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| <ul style="list-style-type: none"><li>• involvement in</li><li>• acquaintance with</li><li>• awareness of</li><li>• understanding of</li></ul> | <ul style="list-style-type: none"><li>• participation in</li><li>• exposure to</li><li>• familiarity with</li><li>• impression of</li></ul> | <ul style="list-style-type: none"><li>• contact with</li><li>• observation of</li><li>• conversance with</li><li>• insight into</li></ul> |
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Each one of the above is your business opportunity, how will you incorporate the words above into action to grow your business and build upon your experience?

Allawos & Company has helped countless individuals and companies alike reach their goals and discover new potential.

**About Allawos & Company, LLC** 

Allawos & Company is a comprehensive global management business-consulting firm, tuned to enable organizations to identify and exploit opportunities through creative engagement built on a foundation of decades of senior management experience.

We are a global management consulting firm specializing in business plans, business development, corporate development, contract negotiations, employee surveys, strategic planning and turnarounds.

We service the aerospace industry to healthcare, semiconductor to farming and most industries in between. Our comprehensive consulting services improve the client's condition and leaves behind the tools for growth.

*Sincerely,*

**Michael Allawos**



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