



EPISODE RECAP: MAY 8, 2006 THE APPRENTICE | 9/8 PM MONDAY | NBC

Insights on the Apprentice

There were two lessons to be learned from last night's episode: 1. Arrogance is blinding. 2. Keep your eyes on the goal. We've seen it over and over on these shows, and we see it everyday, if you think the win is "it's in the bag", you're going to close yourself off to other possibilities.

People have a tendency to look for the "magic bullet" or the single factor which will change their life, their business, and their performance. There is **NO MAGIC BULLET!** Life and business are too complex for a single, simple solution. You need to look at many variables, not just one. The losing team thought once they had achieved an exclusive arrangement with the Rutgers cheerleading squad to draw in the crowd, the sales would take care of itself. They became arrogant when they secured the cheerleaders thinking they couldn't lose and didn't focus on the goal of the task, which was a sales.

To prevent being blinded by your own arrogance, consider following these three steps:

1. Keep your eye on the goal. Know how your performance will be measured and focus on that part of your performance.
2. Distinguish yourself. Look for opportunities to do things differently. Just because things have worked before in the past doesn't mean there aren't better ways to do them.
3. Remain Flexible: Always be ready to roll with a good concept that works.

Finally, teams that stick together, win together. The women's team didn't get discouraged or give up because they didn't secure the cheerleaders. They kept their eye on the goal and got a resounding win.