



## EPISODE RECAP: NOV. 17, 2005 THE APPRENTICE | 9/8 PM THURSDAY | NBC

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### **Donald: Insights on the Apprentice**

No surprises last night. We've been talking about Clay being fired for the past two weeks. Last night he was true to form. He was an obstacle to progress, inflexible, rigid, with no ability to take the perspective of others. We said last week the next time he was in the board room he would go, and he's gone.

If you are challenged by Clay-like behavior, make yourself invaluable to the team. Become the person that everyone on the team turns to for understanding and forward thinking.

1. Be the one on the team that always begins with "Yes, great idea. Now let's figure out how to do it."
2. Be the one that present solutions not problems. Bottom line: When you're presenting problems, you will sound like a complainer. When you present solutions, you make yourself invaluable.

Remember, "The best predictor of future performance is past performance." And consistent performance carries a great deal of weight. It can really save you on a day when your performance may be off. Last night we saw both Randal and Rebecca saved because of their previous performance.

Finally, we've mentioned several times, it is critically important to know your audience and/or know your customers. Felisha clearly had a strong knowledge of the listening audience. When the musicians were making music that sounded too much like Jazz, she went to the producers and told them it needed to sound more like rock. She really showed she could apply her knowledge to guide the process. That's why her team won.