



**9 DEEP & MEANINGFUL SECRETS
I LEARNED FROM PRE-SCHOOL TV**

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HOW TO LIVE WELL AND FINISH WELL

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HOW TO LIVE WELL & FINISH WELL

9 DEEP & MEANINGFUL SECRETS I LEARNED FROM PRESENTING PRE-SCHOOL TV

COLIN PEARCE

How do I know this?

Even though I have been working with businesses and salespeople these last 35 years, writing books, creating video training packages, speaking at conventions, many people remember me from the 70s and 80s in the days when I was slim, had hair and worked in television – and they laugh!

Don't worry if you don't know me that way.

If you don't know me at all, then worry even less.

I wasn't famous.

We barely scratched out a 2 in the ratings when in those days M.A.S.H. clocked up a 35.



Today



The same guy in 1980

I started in country TV at GTS4 in 1976 where I was also the salesman, news reader, Woman's World hostess, and commercial producer. I think if there had been surveys we would have barely totted up a 1.

My two years there gave me a massive apprenticeship in all aspects of broadcasting and simple local business capitalism.

My main involvement was producing and presenting the live afternoon show for children which I named 'Just 4 Fun'.

Then in 1978 I was offered a post at ADS7 (now SAS10) in the company of six or seven very clever people in the Children's Production Unit. I worked on the morning pre-school show called "Ready, set, go!"

I've often reflected on what those years taught me about life: how to live well and finish well.

So here are nine deep and meaningful secrets I learned from pre-school television about how to live well and finish well.

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A special pre-school Christmas show with Maryann Lomax

“ 1. People take
you for what
you mean to
them.

1. To live well and finish well you have to understand that people take you for what you mean to them.

Most of us hope to be taken at face value.

That's what it means when people don't make any judgements about the way we look; our status, sex, race or religion. In our own opinion we might see ourselves like this;

'If you're too freckly, tall, or short
You cannot catch for nuts, can't sing
Your school work doesn't come out right
You mess up everything.
If you wobble when you walk
And you mumble when you talk
And the mirror cracks when it sees your face
And your friends say you're a hopeless case,

so it is a total pleasure when someone just accepts us as we are.

“ Others tend
not to accept
you until you
mean
something to
them.

Being taken at face value means they accept us as we are. They take our word as truth that creates no suspicion.

They see us and accept us and want to be friendly and to become friends.

Unfortunately it's not all that common.

Personally, I seem to create mass disinclination the second I walk into a room, whereas The Lovely Christine (my wife) has the opposite affect.

I've learned that it takes special circumstances for people to accept me, or you for that matter.

Two stories illustrate what I mean.

“ A strange encounter

Just after I started working at GTS4 I was walking down Ellen Street in Port Pirie, South Australia and an older woman came up to me and said,

‘It’s not the same since Dad died. The parrot just sits on his perch without talking; never says a word ... doesn’t even squawk ... and the dog lies by the chair where Dad always sat and looks up at me as if to say, “Where’s the boss?”’

I had never experienced this phenomenon.

She looked perfectly sane yet I wondered for a moment whether she wasn’t. Then I wondered if she were a friend of my mother but that couldn’t have been so because they lived 300Ks apart. Had I met her at church? Was she the cleaner at the station? I concluded otherwise.



Anne Storer, Jelly Been Henry and me at GTS 4

“ She knew the
version of me that
I meant to her.

She was talking openly and frankly to me because of what I meant to her.

I was a friend she invited into her lounge room every day at 4:00 PM on the TV and I said things to her that resonated and made her like and trust me.

She didn't know the real me.

She knew the version of me that I meant to her.

“ A cute encounter

Another time the neighbours were having a big party for their son's 21st birthday so I popped in for a few moments to wish him well.

Some of his parents' friends saw me and a woman said,

'Hey, you're Colin from Ready, set, go! Our three year old daughter loves you. Could you say hello to her? It would make her night.'

'Sure'

'She's asleep in the back of the station wagon so I will have to wake her up. Come over to the car if you would.'

She opened the tail gate and reached in to stir the little girl and said,

'Look. Someone's here to say Hello. It's Colin from Ready, set, go!'

“ Will you
contribute
something to
their lives?

Two big brown eyes stared over the blanket in astonishment and she said in shock,

‘You should go back in the telly.’

See? She didn’t want to know the real me. She knew the version of me that I meant to her.

Here are the lessons from these two encounters;

a. Mostly you have to earn the right to be **accepted and trusted**. You might wish it were not so, but it is. People have to see you as valuable to them in some important way. You wish they were all like Mother Teresa or the Saviour Himself but it ain’t so.



Alexander, Jelly Been and me at GTS 4

“ Will you still love
me tomorrow?

Those holy souls took everyone as worthy
just because they existed.

Not too many mere mortals do that.

They want to see what value you will
provide.

Will what you are selling come up
smelling as roses?

Will your offer of friendship result in
their having to do you a favour they
won't want to do?

Will your gift have a hidden agenda
where they will owe you something they
can't deliver?

In other words, Will you still love me
tomorrow?

“ People need
to put you in
one of their
familiar
boxes.

b. You can't rush people.

They need time to put you in a box, a slot, a pigeon hole. You might wish they wouldn't but that's how humans tick.

Daniel Kahneman writes intensive stuff about this. He is a 2002 Nobel Prize winning Israeli-American psychologist notable for his work on the psychology of judgment and decision-making.

People deal in familiarities and if you don't fit a pigeon hole straight away you need to give people time to make room for you.

That's why some people say,
'He came on a bit strong',
'She's full of herself.'
'He's an acquired taste.'

Take up with new people gently.

“ Being introduced by an influential person helps.

c. Sometimes you need credentialising.

In TV days I was credentialised simply by being on TV. Now I know that IS crazy, but how many times do you hear people say, they saw something on TV, heard it on the radio or read it in a magazine and never question it. If I told a sales prospect I was from the TV station I got a little more credibility.

I find I am much more appealing to people when I'm with The Lovely Christine. Her niceness spills over to me.(She gets a lot of sympathy when she accompanies me too, so It works both ways.)

Being connected to a reliable product, an honest enterprise or a charitable activity works uncanny magic.

“ We need to
mean
something to
others as well
as ourselves.

I mean to say you will get instant acceptance if you are introduced by a popular host as a great bloke or blokess.

I've found introducing myself as a brain surgeon works too!

That works until someone falls over foaming at the mouth and I am called upon to diagnose their problem.

That is the heart of the the lesson.

Until I can perform a useful or significant role, I am just a name or an occupation to people—not much more than a face in the crowd.



Maryann Lomax, me as Grocer Green and Yip Yop

“ 2. Every day
there's a new
script.

2. To live well and finish well you have to settle with the idea that every day there's a new script.

My co-host and I had a routine. We would get our scripts from our typist, fresh from the photocopier and stroll off to the rehearsal room in the big derelict house next door to the station.

If the writer were one of our favourites we looked forward to having the time of our lives interpreting his or her ideas for our little viewers.

If the writer was known for being lazy, or for sneaking the odd tipple writing late at night or for getting into too much detail about our acting, we opened the scripts very gingerly and with doubts about how happy we were going to be with the show. But guess what ... ?

“ We had to
make the
script more
than we were
handed.

We did it anyway!

We had to. It was our job.

We had to be ready for the director's rehearsal at the end of the day and he was not one to take whingers and complainers well. The producer was the same.

And then we had to be ready to do our five shows all in one day from 9:00 the next Monday and all in one take each.

It was up to us to make the most of what we were handed. We were in show business. We not only had to 'make do', we had to 'make brilliant' no matter whether the content was fabulous or just ripe chaff.

Our opinion was rarely required, just our best effort.

“ We have to
make life
more than we
are handed.

That's life isn't it?

You do a day at a time and once it's recorded, it's done. It's a wrap, never to be revisited or rehearsed again.

You can reminisce but you can never do that one again.

Every show could have been our last and one day it was. The Executive Producer decided to pull the plug on all local production and without warning, yes ... we died.

So to live well you live each day as it's dealt to you whether it's got your favourite songs in it or not, whether you like the stories, the props and the craft materials or even whether you are in good fellowship with the people on the set. It's you and the all-seeing camera audience.



Story telling segments, right down the lens were my favourite

“ You are only as good as today's performance.

Don't 'make do'. Make Brilliant.

Your reputation can disappear in a 'take'.

You have today's script to build your reputation, your following, your fan base and contribute to whether you finish well,

You can't wait until the Big Executive Producer in the sky calls 'It's a wrap' on the show called YOU, because you never know when it's going to be.



Jelly Been, Cap't TrueBlood Has Been, Alexander, Scruffy, me and Katie

“ 3. You need a friend or two to get you through.

3. To live well and finish well you need a friend or two to get you through.

I had loads of friends in pre-school television.

A lot of them weren't real.

Henry, Alexander, Jelly Been, Captain TrueBlood Has Been, Mr Sad, Yip Yop, Jonesy and Koala Ted are all puppets. I made them come alive myself. They started first in my imagination. I must confess the 'ideas' they had and the comments they 'made' did give me a laugh from time to time.

I loved them all. They did exactly what I told them to. I trusted them. But frankly, if I lived my life with only puppets for company I would be certifiable. To live well I needed to risk it with some humans.



Maryann with me as Grocer Green who was not impressed with Yip Yop, and the feeling was mutual.

“ There’s a difference
between colleagues
and life-friends.

I needed real fellow on-air talent—other actors to engage with me, surprise me, laugh spontaneously, set me up, send me up, share with me and care for me.

I had plenty of human company in pre-school television and for the act’s sake, the show’s sake and to all outward appearances, we were great mates and good company.

Yet in reality, fun and clever as they were, good company and all that, they were not my ‘life’ friends, nor was I theirs.

I have however been fortunate to have ‘belonged’ to some wonderful people who are right up there in solid gold friend value. I use the term ‘belonged’ in reflection of Dr Avram Maslow’s hierarchy of needs where love and belonging feature as one of the five essential life needs.

“ Friends aren’t
just people
you know or
hang out
with.

There are thousands of names in my data base. I am known by thousands more. Yet I can count my friends on just my fingers and toes.

And they make me richer than a billionaire.

- I call them and they listen.
- We meet for coffee, lunch, dinner.
- They drop in when they are going past.
- I drop in when I am going past.
- We can pick up a conversation 15 years after it started.
- I can ask them to listen and they do.
- I can hear their stories and never get bored.
- I love them. I tell them the truth.
- They love me. They tell me the truth.

You need BFFs and bosom buddies.



Yip Yop on his landing, singing to himself.

“ If you’re lonely,
it’s your fault.

Finishing well is partly about acquiring a coterie of wonderful friends who won’t drop you, disown you or dump you. In turn you won’t drop, disown or dump them.

If you are lonely it’s your fault.

You simply don’t mean enough to another human being or two to count for their attention. Tough talk I know, but someone has to tell you.

So go do something for a few people until you find a few who resonate with you and want you for being you, not for what you did for them.

“ 4. You need nature, music poetry, art and beauty.

4. To live well and finish well you need nature, music, poetry, art and beauty.

In pre-school TV we were always marvelling at leaves and feathers, cat fur and fruit, lions and mice, bridges and rivers, dogs and rocks, mountains and water. Like our young viewers we saw them all for the first time and stood in awe and wonder at the Creator's majestic art.

There was always a song about them or a poem. There was a way to draw them or make something like them out of the craft box.

Observation of the beautiful is a key to living well. Haven't you seen a toddler studying his first ant? Have you sat with a pre-schooler as she examines a cat's face, a caterpillar's funny legs, a flower's petals – or even just a stick? That was you once.



Alexander, me, Anne Storer and Henry wading through dozens of birthday calls.

“ It is a boring man
or woman who
has no sense of
beauty.

As we age we tend to limit our sense of the awe-inspiring to vistas we pay to see on overseas travel. We see the odd sunset and think, How nice! Beauty is limited to what we think of an attractive human body, the temperature of beer, the speed of a game and the price of petrol.

But jammed on our dingy windowless offices, crammed in our commute vehicles, stuffed into armchairs at home we stop looking and marvelling, listening and wondering and most of all we stop worshipping,

Quietness is a place and time to contemplate the precious aspects of existence. A stone is far more entertaining than a computer monitor. A composite flower such as a daisy is engrossing. A piece of well composed music is a treasure. A poem is tranquillising.

“ Beauty is truth,
truth beauty—
that is all Ye know
on earth, and all
ye need to know.
John Keats, Ode on a
Grecian Urn

I think that's partly why colouring books have made an in-road into adult life. It's become OK to love something as recreational as colouring between the lines.

I knew a man who collected stamps and he had no friends. In fact he was quite mad because he was alone in his hobby.

If you're a quilter or a bird keeper or a gardener or a wood worker or a painter or a musician or a poet, a birdwatcher or a writer you are probably onto a good thing. If you're in a choir, a dance troupe, a theatre group, a band, you're on an even better thing. As long as you are not a hermit, and you focus on the beauty in the group's pursuits and not the rules of assembly, you will finish well.

“ 5. You need imagination and creativity.

5. To live well and finish well you need imagination and creativity

Does anyone use pipe cleaners to clean pipes any more?

Pipe cleaners, paper plates, egg cartons, toilet rolls, lunch wrap rolls, ice cream cartons, shoe boxes, streamers, milk cartons, cream jars, preserved fruit and jam containers, paper bags, cardboard boxes, old hats, old clothes, old shoes, handkerchiefs, scarves, tea towels, picnic rugs, sun hats, ALL live again in a reincarnated form in the pre-school show,

Think of all the things a cardboard box can be. A car, a train, a cubby house, a hiding place for a toy, a storage box, a house, a tent, a bus, one of a long line of train carriages, a fairy castle, a cave, a giant's shoe, a boat, a caravan, a rubbish bin.



Believe it or not I am the tortoise
and the Easter Bunny is
supposed to be the hare.

“ Creativity is a
character quality
to develop, not a
talent.

In my character development program for
business people (Character Works) we
define it like this:

**Creativity is using original points of
view and inventing fresh ways to
overcome difficulties.**

Creativity has been kidnapped in our
language as belonging to the arty people,
the fringe people, the fruit and nut
brigade.

Its not right. Creativity as defined above is
going on all the time but we give it
esoteric names like 'lateral thinking' or
'white hat thinking' or 'innovation' or
'smarts' and that makes ordinary folks
think that even yet, creativity and
imagination are the domain of the out-
liers, the mavericks, the quirky and the
gifted.

“ The more you
practice
creativity the
more it grows
in you.

If a toddler can think of twenty uses for a cardboard box, why can't you expect to come up with

- one new way to win new business,
- two ways to answer the phone winsomely,
- three ways to close a sale,
- four different ways to write a sales email,
- five ideas for the IT department to solve a bottleneck,
- six solutions to office storage,
- seven plans for promotional campaigns,
- eight ways to greet customers,
- nine ways to offer the add-on sale,
- ten ways to thank people for doing business with you,
- eleven ways to get customers to recommend their friends,
- twelve ways to display your windows?

And ...



A sock can be a dog. Why not?

“ The most
important place
for creativity is at
home.

If a four year old can think of twenty uses for a pop stick why can't you expect to come up with

- one new way to arrange the furniture,
- two ways to lay the table,
- three ways to celebrate Easter,
- four ideas for a family Christmas email,
- five plants to grow from seed,
- six photos to frame,
- seven guests to invite to a barbecue,
- eight novel foods to serve,
- nine drinks to offer,
- ten board games to play in a year,
- eleven songs to sing in the car,
- twelve ways to save money for a project?

“ 6. You need stories.

6. To live well and finish well you need stories.

You should know that stories are my hobby horse. And on TV story telling was my favourite time. Other program producers had their on-air talent read stories from books.

There was nothing wrong with modelling a love of books, but there was everything wrong with limiting stories to book reading.

As long as there have been humans there have been stories—stories told face to face, around a campfire, on a journey, in a tent, in an igloo, in a cave, in a hut under a wurlie or in a gunyah. No books, No notes, No data slides. No pictures. No white boards.



Maryann Lomax as the cheeky crumpet thief

“ There is a
mystical element
in a story.

Stories have held culture and belief systems together for thousands of years. The elders, the wise men and women, the keepers of the flame have instilled values and folk ways in their clans, tribes and nations, all through the power and art of story telling.

Since childhood I have believed there is a mystical element in story-telling.

Johann Metz remarks, ‘Stories are told by very wise men, who have, as Heinrich von Kleist observed, “eaten a second time at the Tree of Knowledge”...’ (Downey, 1999, p. 106).

Whether I create a story for listeners or for readers I am driven by a strong need to engage with my audience in that kind of mystery.

Downey, J. (1999). *Love's strategy: The political theology of Johann Baptist Metz*. Harrisburg, PA: Trinity Press International.

“ It’s usually
not the story
that’s the
lingering
problem.

In fact you, yourself are very much the summary of the stories you have heard, or experienced and your reactions to them.

If you are having a hard time with your attitudes, your values and maintaining happy, healthful thoughts you need to look at where they came from.

You will most likely find that they come from the stories you heard or the events that occurred way, way back. The way you reacted to those stories and the way you rehearsed those reactions over and over and over again has become the you that you are today.

To live well and to finish well you need to discard your reactions to the stories you heard or experienced. The stories and events happened. Your reactions did too, But how is your happiness as a result?

“ Get new
stories.

It's is always a good time to replace sordid and negative pattern stories with true life stories of successful happy fulfilled people.

You will find that every hero was once a blobby kid on the street who stumbled across an event or an idea or a hero figure of his own, and ran with it.

You will find these stories in your library, even on the Internet. You will see that all the fame and money and legendary status usually came as the result of decades of trial and error and great difficulty. Very few made history a week after they started.

That will be comforting, inspiring and settling.

“ 7. You need to cut and edit.

7. To live well and finish well you need to cut and edit.

Before we got our scripts to rehearse they had gone through an editing process.

The better writer usually over-wrote—far too much, ideas flowing, thoughts cascading one on the other, songs and poems coming to mind and craft ideas a-plenty.

It wasn't easy to estimate how long a piece of writing would take to act out. A song could be timed to the second by its music score, so could a film clip and so generally, could a poem. But craft, acting out, dialogue; all tricky.

So after putting everything in, the writer would have to read through and decide where something had to be cut out.



Our production team. Pam George (writer), Me, Paula Smith (producer) and Maryann Lomax and VIM the Very Important Mouse

“ Hard, satisfying,
rewarding work
never killed
anyone.

They would often tell us they left out a really good story or a great song or a nifty piece of craft but that was all too bad. It wasn't in the script, the show was done and the brilliant idea never made it to the audience—never.

Was that sad? Maybe. But who but the writer knew the bit was gone?

It's so much like life isn't it? I'm told by my psychologist friends that we suffer stress from what we haven't done or cannot do, rather than what we have done or are doing.

Hard work never killed anyone.

Think about it. You can work all day on your hobby till your back is screaming and your hands stiff as boards but you are as happy as a pig in mud.

“ Just because
you can,
doesn't mean
you have to.

And then there are people running around like heads with their chicken chopped off stressed to screeching point because of all the things in their in-tray, their email box and on their project board.

If only they could get more time, more hours in the day, less interruptions, lower expectations from the boss, the customers or the staff, they would be happy and not suffer migraines, neck aches, irritable bowel syndrome or psycho crankiness.

Ain't that so stupid. Really!

Even Jesus Christ didn't do everything he could have done if he didn't have a plan to edit his life at 33. He could have healed all the lepers in India, stilled every storm, fed the world with fish and bread and started a winery with the water from the River Jordan. But he left most of that to us.



Creating a crazy commercial with the after-school KO Kids.

“ **Hardest but best
of all, CUT!**

You don't have to join every MLM company, just because the offer looks great. You don't have to stock every product offered you, You don't have to receive every sales rep. You don't have to keep your door open and you don't have to answer every email or phone call and you don't have to stay subscribed to junk. You can live well and finish well with a bit more editing.

You don't have to attend every function, convention, party, opening, gala, luncheon or dinner. The only reason you say you will go is because you think there's a great opportunity for you and you know there never is. That's the only reason everyone else goes and all you are is part of their disappointment. And look around. Mostly they are there for the booze.

You need to set up some boundaries and cull, edit and hardest but best of all CUT!

“ 8. You need a
good support
crew.

8. To live well and finish well you need a good support crew.

In the city station there were dozens of talented people who made our shows a delight to work on. There was the set designer and architect who build us an inside house and an outside garden. We had a stair well to no-where and a cubby under the stairs for Yip Yop to live in.

The floor manager was kind and tough and made us laugh when it was hot or if there was a break-down. There were camera operators, puppeteers, mic operators, control room video tape operators, sound engineers and lighting specialists. Our make-up lady made us feel loved and so did our production assistant. Our piano player could make the keyboard talk.



Alexander and Jelly Been were no help with production at all.

“ It can be done, but doing it on your own is h-a-a-r-d.

It was a bit different in the regional station.

I built the set myself scavenged out of bits and pieces from the props bay and the rubbish dump. I painted it. I set the lights. I scavenged a stool from the office and built a window out of foam packing for a fridge for Mr Sad to appear in.

I usually had a camera operator but one afternoon an operator took a meal break and forgot to lock the camera before he went and it gradually panned sideways and then toppled over backwards and fell on its back – LIVE!

We had the occasional guest but if I didn't organise it, nothing extra happened. Anne Storer collected and collated the birthday mail, kept the diary and joined in the on-air fun quite regularly, but that was it!

“ Working with
no-hopers is
actually
hopeless.

You need a good backup team.

If you are working in a business or government or NGO/NFP and the team is full of lazy, unskilled, bitter and dispirited people, you will not live well and you will not finish well while you are in that kind of company. That is unless you are there purely for missionary purposes and you aim to bring them into the light!

Even then you will need a good private back up team off-site to support you – a strong family, a loving spouse and a group of interested and intentional friends.

My advice would be to ask yourself how much you need the money and if it is worth what you are swapping for it. At finish-of-life time, you won't remember one good thing about your work life. Don't let that happen.

“ There is a
tonne of help
out there
waiting for
you to ask.

If you are in business for yourself with minimal support you need to get into Tim Ferris and the Four Hour Work Week.

For me, my overseas freelance workers are gems. They are not employees but they are as loyal as Boy Scouts. I get them doing work I can't be bothered doing or don't have time to complete and I keep the world's economy moving, most often in places where other work isn't abundant.

Need employees locally?

If you are hiring employees, do everything you can to check their character before you put them on because many a person has been hired for their good competence, later leaving the hiring person wishing they could fire them for their poor character.

I might be able to help you know what to look for.

“ 9. You need at least one unreasonable friend.

9. To live well and finish well you need at least one unreasonable friend.

I was scared out of my wits one evening reading the news on regional television.

A good news reader has a subconscious line of concentration searching ahead in his script for tricky words or names.

I saw a word about three lines down and subconsciously began to think of an alternate way to pronounce it which would give a terribly rude connotation to the story. The more I thought about not saying it the wrong way, the more interpretations seeped into my mind, all the while reading aloud the three lines above it. Gradually I began to smile, then snort a chuckle and suddenly went into paroxysms of mindless and uncontrollable laughter compete with tears and speechlessness.



Yip Yop thought I was unhinged.
But his screws weren't quite tight either.

“ **Unreasonable
friends are
sometimes unkind
to be kind.**

I was also panicking because I knew there were no commercials loaded in the tape machines for the director to throw up, and besides, it was the news! and I was supposed to be being circumspect.

Suddenly through the cable tunnel between the studio and the control room I heard the furious voice of the station manager cursing and swearing at me to get control of myself and behave like a professional.

I stopped giggling!

Feeling certain I was about to be sacked I stumbled and shook my way through the bulletin and sheepishly crept into the control room to meet my maker.

To my surprise the video crew, the operators and the station manager

“ Only one or
two people
get this
privilege in
your life.

were howling with laughter and as I walked in they chorused, 'You should have seen your face when Noel shouted at you!' Noel himself stepped up and between snorts apologised for abusing me but said he'd seen it happen before and the only way to get on-air talent back in line was to scare the *&*(% out of them. Then he asked me what on earth had got hold of me. Naturally it made no sense to anyone.

That's an example of an unreasonable friend in action.

They see when you are diving too deep without oxygen reserves – driving under the influence of substances, messing around with women or men outside your marriage, being too hard on your kids, stepping over the line in your management style, not managing your health or your public self.



The Channel 7 Children's Production Unit. Jenny our typist, Paula Smith (production assistant), Pete Vaughton (producer), Gary Juleff (director), Maryann Lomax, and me over there on the left.

“ You won't like it but
you will need it.

You can't let everyone assume they are your unreasonable friend. There are rude and opinionated people everywhere only too willing to dump on you. An unreasonable friend is first and foremost your friend.

In the city station there were people who found me hard to take and liked to make it known. They were just unreasonable. people but not friends. However the unreasonable friends were the people I entrusted myself to; the floor manager, the producer and the control room director.

Mostly I didn't like being corrected because I am a self opinionated chap and I know everything, but I had given them permission to be direct, and I had to take it on the chin. They were always right.

Today I have a couple who get right to it.



Grocer Green was too silly to be an unreasonable friend.

“ Let me be your
virtual
unreasonable friend.

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One volunteers to poke me in the eye about my business affairs whenever he feels like it. He's wise and good hearted and tells me off with a grin and good humour but my, oh my, he cuts deep.

I meet the other three individually for lunch or coffee on a regular schedule. We do a fair bit of give-and-take but never have to go through the putrid approach, 'Do you mind if I tell you something?'

We just let each other have it. Straight on the chin and we each know the other has no hidden agenda other than the openly understood one: i.e. our own good, so that we might avoid anything that will hinder our goal to live well and finish well.

So in closing,
Live well and finish well.
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