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**COACHING POINT**

**FOR THE WANT OF A NAIL**

Remember this great old rhyme?

- For the want of a nail the shoe was lost.
- For the want of a shoe the horse was lost.
- For the want of a horse the rider was lost.
- For the want of a rider the battle was lost.
- For the want of a battle the kingdom was lost.
- And all for the want of a horseshoe nail.



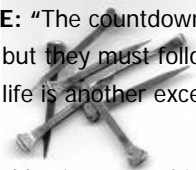
**James Ladd, Coach**

When I first came across this rhyme many years ago, I was so impressed by its simplicity yet profound meaning that I went out and bought a large nail (spike) and kept it on my desk at the office as a reminder. I even went so far as to incorporate the rhyme and a bag of nails into most of the training that I did back then. At an appropriate spot in each workshop I facilitated, I would read the rhyme to make a point, and then distribute a nail to each participant. A bit strange perhaps but you had to be there, it really was effective!

This remarkable little rhyme essentially communicates two closely related and powerful points that are worth reminding ourselves of, that is if being successful is important to us.

The first point and perhaps the most important is that; "the devil is in the details." When you hear that expression, it means that small things in plans and schemes that are often overlooked can cause serious problems later on. **EXAMPLE:** "I can sketch a basic outline of the plan for you and it may look very simple, but the devil is in the details." Any goal that you set for yourself must follow a series of steps or actions in order for it to be successfully realized. Ignore or leave one step or action out, and it could and oftentimes does spell disaster, failure or at least incomplete, shoddy work. Whatever one does should be done thoroughly; details are essential to a successful outcome! Never cut corners, your center of attention should always be on the process, it takes discipline to avoid this type of laziness.

The second point, closely related to the first, is to always remember to **THINK** that there is a logical and sequential progression to all things or processes. **EXAMPLE:** "The countdown to the launch of the space shuttle." It is one thing to remember all steps but they must follow a particular order, to ensure a successful outcome. The natural order of life is another excellent example, illustrated quite vividly through the seasons of our lives.



At the end of the day, it all must be strategic. When it comes to life and business coaching, once my clients reach the stage in our process together of having determined their life purpose, I insist on a "detailed and progressive" approach to goal setting and action planning to ensure at least from a strategic perspective that there will be a successful outcome in the realization of one's life purpose or mission! It is a process of envisioning a future for oneself that in its implementation and accomplishment brings a person to a place of fulfillment, approaching self-actualization. "And it all hinges on a horseshoe nail." ~James Ladd

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**If you are interested in investigating the possibility of having your own personal coach, please contact me for a one hour exploratory session at no charge!**  
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