

"CAN-DO"
Winning
ATTITUDES

CAN'T

It's too complicated
We don't have the resources
It will never work
There is not enough time
We already tried it
There's no way it'll work
It's a waste of time
It's a waste of money
We'll Cannibalize our own sales
We don't have the expertise
We can't compete
Our vendors won't go for it
It's good enough
We don't have enough money
We're understaffed
We don't have enough room
It will never fly
We don't have the equipment
It's not going to be any better
It can't be done
No one communicates
Isn't it time to go home?
I don't have any idea
Let somebody else deal with it
We're always changing direction
Its too radical a change
It takes too long for approval
Our customers won't buy it
Our company is the wrong size
It doesn't fit us
It's contrary to policy
It's not my job
I CAN'T

CAN DO

Let's look at it from a different angle
Necessity is the Mother of Invention
We'll give it a try
We'll re-evaluate some priorities
We learn from experience
We can make it work
Think of the possibilities
The investment will be worth it
We'll do it before they do
Let's network with those who do
We'll get a jump on the competition
Let's show them the opportunities
There is always room for improvement
Maybe there's something we can cut
We're a lean, mean machine
Temporary space may be an option
We'll never know until we try
Maybe we can sub it out
We'll try one more time
It'll be a challenge
Let's open the channels
Days go so quickly around here
I'll come up with some alternatives
I'm ready to learn something new
We're in touch with our customers
Let's take a chance
We'll walk it through the system
We'll do better at educating them
We're perfect for this project
We should look at it
Anything's possible
I'll be glad to take the responsibility
I CAN!