

# Assumptions



Somewhere along the way in my growing up years I was sure that I did not like dates. I didn't like the taste and I didn't like the texture. When I wanted something sweet a piece of cherry pie with some ice cream would do just fine. I didn't like dates, but then I had never eaten a Medjool date.

Now you can say, "not too many date palms growing among the peanut farmers and ranchers in central Texas." True, but I didn't eat dates at home, in college, or in graduate school.

After graduate school, my career as a psychotherapist started in a desert area. It was one of those places where the temperature in the summer has reached 124 degrees Fahrenheit, over 51 degrees Celsius. I arrived in the summer from a place where the nights, even throughout the hot summer, were always cool, to a place where the temperature would not drop below 100 degrees Fahrenheit for weeks at a time.

Shortly after I arrived I was running an errand and spotted something I like very much. The sign said, 'Shakes and Malts.' The place was a small building that needed some work on the outside. It was nestled into a palm grove.

When I walked inside a very expressive young woman, I guessed still in high school, said, "Like to try our special?" I said, "I definitely want a malt, and I am probably good with vanilla or chocolate" to which she replied, "then you have obviously never tried our special."

"I haven't, but OK, I'll bite, "What is your special?"

"A date shake, well for you, a date malt. It is so amazing. You're going to want a large. May I get that started for you?" I stood there staring at the ice cream flavors and started to offer my objection, but what if what I was so sure of was something I had assumed from one experience and was not an accurate assumption. My thesis work had uncovered the primary and lasting effects of assumptions of similarity and assumptions of dissimilarity in relationships.

When I looked up from the ice cream case my young 'Solution Selling' expert closed me.

She said, "Look, if you don't like it I'll throw it out and make you something else. My dad owns the shop!"

With that, I said yes to what would become an immeasurable number of date malts over the next 20 years.

When dealing with assumptions there is a phrase, "What if?" and it is the first of four big questions in the A.C.O.M. Coaching Approach.

In A.C.O.M. coaching, workshops, or in a "lunch and learn" we begin by exploring 'Assumptions' with a little bit of "Systems Theory' sauce and 'dominant nature' seasoning folded into the recipe. We could even add dates!

"What if?"

This could change your **solutions**. It could change you and your work-life.  
Connect with us at [www.ACOMcoaching.com](http://www.ACOMcoaching.com) to learn more.