

The Evans Group LLC



7 Sets of Eyes See Everything

A good rule when discussing a course of action with a client or partner is that “7 sets of eyes see everything”; **Yours, Mine, Past, Present, Future, Crossed, and Focused.**

This is much like having a good marriage. Part of how one makes it work is seeing the situation through another’s eyes. Successful partnering (marital, business or personal) allow the partners to get past the argument of “my view first” by switching perspectives and focusing on the other’s point of view to better see the overall picture. It’s like using binoculars; there is no universal setting.

Yours – Seeing your point of view thinking is very enlightening. It is more difficult. When discussing or putting an argument forth, the first part is trying not to see his point of view, but **mine** only. Try it! It’s almost impossible to do. We are never listening to what the other is saying, but working on what we are saying even while the other is talking. Much has been written on this. Proper listening skills, meeting on common ground...on and on...this really leads to trying to see **the other’s** point of view. *“Men are born with two eyes, but only one tongue, in order that they should see twice as much as they say.”* – Charles Coleb Colton.

Mine – We know my point of view. It is the all-seeing, limited, ME. What I think. What I know and want to say. By structure, it is the basis of how we think and it is limited.

Past - This is the classic history lesson. We should learn from it, not dwell in it, and almost always, it is how we see in the present. Because we each have memories of how things were and what happened. **Dwelling in it is such dangerous thinking and the real value of the past is almost always forgotten.**

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Present – These eyes are almost useless! It's almost over and, unless we have all other perspectives in alignment, it is so temporary that we help no one.

Future - Again, much like marital thinking. It is seeing the past, the present and your views with a focused perspective on what is intended for the future.

Crossed – Do you know people with crossed eyes? They are hard to look at and feel thwarted and less. Their vision is usually the same and yet they suffer a disadvantage. Our perspectives of them thwart our vision. This is really how most of us see, through this clouded perspective. Their sight is not limited or faulty; it's how we from the outside see them that cloud our vision.

Focused - Most of everything is very simple, made complex by our human frailty, wants and desires. Pressured by our need to be heard, to perform, to look good and to win – we simply forget to see. We see things not as we are, or as we should be, but as what should have happened. Spiritual, business, emotional...it doesn't matter, they all hook together and our corrected/focused vision makes it easier.

What set of eyes are you looking through?