



January 11, 2008

Watco Team:

Many times I hear people say “*I* can’t do my job because *they* haven’t given me what I need.” Who are *they*? *They* may be someone in another Watco location, but oftentimes they are another department inside the same office.

All of us are on the same team. Regardless of our job, it most likely requires help of some kind from someone else on the Watco Team. We must depend on one another to get our jobs done, but what we must understand is that our team is a “we”, not a “they”. If you are waiting on information from someone else to finish a project you shouldn’t say “*They* don’t have it done.” You are part of the same team as those people, so you should say “*We* don’t have it done.” Equally, once the job is complete, “*We* did it,” not “*They* did it.”

Consider this—each of us has two arms. If your job requires both your right and left arms, but you blame your right arm for not getting the job done, it just doesn’t make sense. Both arms are parts of the same body; they must work together to be successful.

We are the Watco Team. We work together, face challenges together and learn together. We must do all of those things together, in sync, for the good of all of us. If you succeed, we all succeed, but we must work as a “we”, not a “they.”

Thanks and keep making good things happen.

*Rick*