

3 on 13

3 things from EP
to make life
better.

APRIL 13 · 2023

Emanuelson-Podas produces the **3on13 Newsletter** on the 13th of every month in the hopes of putting in your hands three things that will help make your life better. Entries may include quotes, reminders, jokes, random recipes, book recommendations, advice, or anything else that might make you think, make you smile, or make you a better, happier human being. **Got something worth sharing? Send it to 3on13@epinc.com**

1 | The Positive “No”

It seems simple enough, right? Just saying “no?” Two little letters. One syllable. It’s one of the very first words babies learn ([really](#)). But somewhere along the way, we forget to say it. Or — more accurately — we forget *how* to say it.

In his book, [The Power of a Positive No](#), [William Ury](#) — a renowned author, negotiator, and anthropologist — reminds leaders of the price of a thoughtless “yes” mindset. The cost includes increased personal stress, confused priorities, and unclear communication or messaging.

When the answer to a query should be “no” — and that’s more frequent than we might think, both in our professional and personal lives — Ury promotes the concept of the [“Positive No.”](#) The simple formula is this: Yes-No-Yes: A yes to yourself. A no that sets boundaries. And a yes in the form of another solution.

Ury gives several reasons why we should all consider (and probably use) the Positive No, among them this important reminder: Saying yes to yourself first helps you keep your eyes on your bigger, frequently more important goals... the ones that truly move the needle.

As you’re settling into spring and [the fresh starts and reevaluation that come with it](#), consider where the Positive No might make your life — and the lives of those around you — a wee bit sunnier.



2 | Advantage, Hedgehog

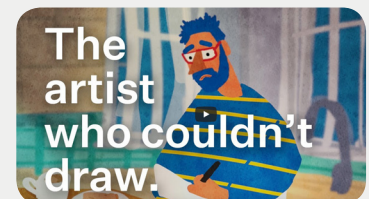


Remember the [Hedgehog Concept](#)? The one [Jim Collins](#) articulated with the three overlapping circles in his book, [Good to Great](#)? Roughly, it describes the intersection of your passion, your talent, and your economic drivers. It is an *understanding* — a unifying *vision* — of what you or your company can be the best at. (For the curious, the Hedgehog Concept comes from the [Ancient Greek poet Archilochus](#): “a fox knows many things, but a hedgehog knows one big thing.”)

Recently, a great example caught our attention: [The Productivity Game](#). Run by self-proclaimed “self-improvement geek” Nathan Lozeron, its very simple purpose is to compile knowledge to “help you produce remarkable results and thrive at work.” In both text and [video](#), he crushes it. Synopses of exceptional content plus animated video with actionable insights. Boom.

3 | Odds and Ends:

- To inspire you, this video: [The Artist Who Couldn’t Draw](#)
- From our friends at AIA-MN: [North Star Story Map](#), the spaces and places that shape us.
- A reminder: “Your problems adjust to their true level of importance after a hard workout and a good night of sleep.” — James Clear



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