

THE EXTRA POINT

BY JERRY ROBERTS



1107 Defending a Position When We Know It's Wrong

Have you ever suspected you could be wrong on an issue, or worse, *knew* that your position was wrong, and yet you continued to defend it? What impact does that have with regard to trust? I'm Jerry Roberts, and this may be an uncomfortable topic for some folks today. Let's get to it, next, on The Extra Point.

I once worked for a man whom I respected, and — while he never said the exact words — I knew he strongly believed in the principle of making sure we had the tools we needed to be successful...to make him successful.

One day, he called me and said he felt it was necessary to make major changes in what we did and how we did it. Though it seemed like we would be giving up a large segment of our clientele to the competition, he claimed that we'd be just as successful as always.

It was baloney. The numbers didn't add up. I had a good relationship with the owner, and didn't want to take down his argument. So, I gently presented what I was seeing, and he acknowledged my points, then said again — in the same words — how he felt we would be successful.

His voice told me he didn't believe it himself, even while he was trying to sell me. This made me careful in dealing with him for the remainder of the time I was there.

Another example is the CDC and the issue of natural immunity. Their position from the very beginning was that vaccines were the only way to deal with the pandemic. For well over a year, they wouldn't even discuss the issue of natural immunity, which is what happens when someone catches COVID and develops the antibodies associated with it.

Only after a series of independent studies from major sources showed the benefits of natural immunity, did the CDC come out and alter

their position. There was so much evidence at that point, they were forced to do this, as was the media that had protected them, and had kept the facts from the American people.

Their influence silenced doctors and scientists, and others who questioned policies and decisions which ran contrary to theirs. Many of these people were highly respected experts in their professional fields, yet they were tossed aside because they disagreed with people in power.

Science is never settled. When scientists don't agree, that's when you dig deeper, not do all you can to discredit your opponent and seek to totally shut them out.

The CDC played politics, putting Joe Biden's agenda ahead of telling America the truth, or commissioning more independent studies to find the truth. As a result, they have lost trust.

Question. Why don't people abandon these positions when it's obvious the facts don't support their contentions? In general, there are two reasons — fear and embarrassment.

Imagine that you're a Democrat and you don't go along with Biden, or you're a Republican and you don't support Donald Trump. Could there be repercussions? Could your actions result in your personal loss of support when you come up for reelection, or is it possible that your state or jurisdiction could lose out when it comes to deciding where federal money is spent — and how much? Fear and risk play a role here. It's undeniable.

As for embarrassment, none of us like to admit we're wrong, particularly on issues that impact people so strongly. It's painful, and even when the fear aspect isn't involved, nobody relishes the thought of facing people who once trusted you, but likely don't any longer. (Con't.)

The good news is that coming clean and admitting our mistake is the first step to restoring that trust.

This is true, whether we're talking about business, politics, family matters, issues between friends, and more.

Nobody gets it right all the time, and that's not a realistic expectation. However, doubling down on something when we know it's wrong and is hurtful to others, is a recipe for a disastrous loss of trust and credibility.

That's the Extra Point. Be responsible and make something good happen today. For 93.3 and the Ray Gibson Show, I'm Jerry Roberts.

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