



## **Dealing with Disappointment**

The progress of a business venture rests on the ability and willingness of every party involved to fulfill their respective obligations in accordance with a set timeframe. As with personal relationships, when someone fails to meet a commitment we are often conflicted, trying to balance anger and disappointment with a desire to keep the door open and the deal alive.

Certainly there are circumstances under which the offending party is so abrasive in his/her refusal to comply that the door cannot be kept open and it becomes increasingly more apparent that any efforts to save the deal will result only in additional frustration, perhaps a loss of time and money, and, in the end, no deal. These sort of deals are worth eliminating once the initial signs of pending failure present themselves.

On the other hand, there are many situations where the disappointment, while justified, is not a cause to turn and run. When confronting someone with a failed effort (whether because of poor effort or poor attitude), the test of potential opportunity is not only their remorse, but also their willingness to try again. This can only be put to the test if, in expressing your disappointment you provide the other party with the ability to make it up to you. Even if you walk away and declare the union dissolved, you need to be prepared to reconsider and respond in kind if a genuine gesture of remorse and a true effort at reconciliation are made.

You may sometimes find yourself trying too hard and working too hard to keep a relationship alive, even though all signs are that it is doomed to fall apart. There is little logic in doing this, although it is sometimes hard to conclude beyond all doubt that there is nothing left to save. You may be too close to the deal or too emotionally connected to be viewing the signs accurately. Listen to those close to you and consider their perspectives of the situation. Mostly, view the actions of the other party and determine how capable you are in handling them, and whether the challenges presented are outweighed by the opportunity.

Disappointment is never an easy thing to overcome. Don't close the door though, unless you come to understand that another disappointment is right around the corner.