

Saying Goodbye

There have been a thousand songs about the pain and anguish of lost love - many of them mourning the magic that could have been as opposed to the magic that was. In business there are also breakups that occur on a regular basis because the vision once shared jointly by partners somehow turns to dust in the dynamics that exist when human nature and the intimacies of life together collide.

As in love, the task of breaking up often falls on the shoulders of the partner with the insight to finally conclude that the relationship is beyond repair. While perhaps wishing it otherwise, he/she knows that there is no hope left to mend what was once seen as a perfect union. The only option is to part, and although unpleasant and messy, the faster it is done the better – most likely for everyone.

While breakups of romances come easy for some people, the necessary breakups in business are harder to identify and execute. Not only are the legal issues sometimes too burdensome to overcome, but worse, there is often a continued feeling that perhaps the fortunes once envisioned could still be earned – and that a breakup could wind up leading to the loss of large sums of money.

Truth is, the only difference between romance and business when it comes to partners is intent. The levels of intimacy are not as extremely different as we suppose. After all, sex and money are two primary human drivers, and we engage in one with our romantic partner, and the other with our business partner.

And like in romance, when it's over, it's over and there is very little you can do to rekindle the burnt out flames. The best thing to do is recognize the failure, minimize the damage, be fair to the other party....and say goodbye.