

THANK GOD IT'S MONDAY!

Roxanne Emmerich



TGIM WEEKLY AUDIO: Implied Contracts

**Transcription*

*Thank God It's Monday!*TM Implied Contracts—If someone asks you to do something, if you don't say “no” or renegotiate, you have an implied contract. In other words, they are assuming they can count on you to deliver to the specifications they requested.

That's kinda cool. No need for paperwork...just a verbal contract.

So when you get a contract, know that you are responsible to deliver in a “no kidding” kind of way. People who received your implied contract have made other implied contracts so if you don't deliver, they can't deliver.

Know that if the request doesn't have a deadline, you can assume that the deadline is “right now” that's it... today...right this moment. If you think it might be anything other than that, it is your job to clarify. Nobody likes to hear the words, “nobody TOLD me.” YOU are in charge of your schedule and keeping your implied contracts straight.

So capture them into your time management system with a deadline and deliver on time every time.

People trust people who meet implied contracts and quickly move away from people that will repeatedly let them down. *Be the kind of person who lives up to every implied contract.*

Have a great Monday!

Roxanne

Roxanne Emmerich's Thank God It's Monday! How to Create a Workplace You and Your Customers Love climbed to #1 on Amazon's bestseller list and made the New York Times and Wall Street Journal bestseller lists—all in the first week of its release. Roxanne is renowned for her ability to transform “ho-hum” workplaces into dynamic, results-oriented, “bring-it-on” cultures. If you are not currently receiving the Thank God It's Monday e-zine and weekly audios, subscribe today at www.ThankGoditsMonday.com.

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