

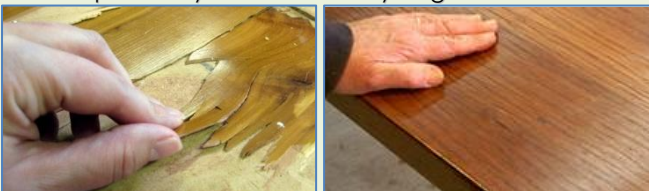


# STUFF

**What you see is what you get!** Wouldn't that be great if it was always true. Wouldn't hiring someone be safe and easy if the personality on show at the interview was consistent with the character you're stuck with if you hire him or her? Wouldn't it be great if the quality in the preview of a coming attraction was consistent with the movie when you commit to see it. And how many more marriages would last if the behaviour years in, was the same as the behaviour on the first date; or even during the honeymoon? Yep, life would be simple. But simple isn't always easy. Most worthwhile things like health, love, duty and loyalty are simple enough notions but how easy are they? Well, it helps if your character matches your personality. This is where your conscious mind needs to guard against what it allows into your subconscious mind. The erosion of standards (the honeymoon's over is an example that typifies this) won't be noticed consciously because the sub conscious is where the change is taking place. Compromising and tolerance is the catalyst. As soon as you're not shocked by something, you tolerate it. Then accept it. Then you emulate it and eventually you encourage it. So let's examine, metaphorically and in reality, what's going on.

## A METAPHOR

Imagine a cheap dining table. The table's core is made of particle board. Basically wood chips and glue. The table's veneer is thin but the pattern looks like marble or high quality timber. It provides false evidence of its quality. Without the veneer, the table would be unattractive and no one would buy it. As the table ages, the reality of its quality becomes apparent as it deteriorates from within. The veneer maintains the illusion of quality - for a while. It does its best to provide that illusion but eventually, due to pressure, the glue that binds the core to the veneer gives way and reveals the reality of the item for all to see. As the veneer is now unsealed, so the table's fate is sealed. It's discarded. The glue that binds the two components of the table's reality is what's relied upon to maintain the external perception of it. What you see isn't what you get. The high quality table doesn't require veneer. It's core is solid, real and has integrity. Externally perceived, it is what it is. There is no pretense. As it ages, it gains in value and reputation. Now it's an antique; worth more than when it was new and highly sought after. It survives and prospers based on its core value and the consistency of its makeup. What you see IS what you get.



## IN REALITY

Now apply this to people. The core and the veneer. Isn't that the character and the personality? When people are under pressure, can they not become "unglued"? When that happens and the personality is removed, the character is on show for all to see. When the character and the personality are one and the same, pressure over time won't separate the two and that too is based on core values and consistency. Any person's true character comes out when they are under pressure. When character emerges, what happens next defines the outcome and the reputation. As the person ages and gains experience, knowledge is supplemented with wisdom and the value increases. Old school, not old hat is the key. Never confuse the two. Notions like longevity, relevance, worth and examples set, become the order of the day. Consider the job interview. What you're really seeing is a sales pitch and understandably so. Remember that you're better off under staffed than wrongly staffed, so you'd better figure out a way to assess the character instead of the personality. Consider the first date. It's a sales pitch too. You're better off single than in a bad relationship. A good first date is no guarantee of a good relationship. So as routine takes the edge off everyone, how will what's underneath shape up?

**FAKE**  
IT'S THE LATEST TREND  
AND EVERYONE SEEMS TO BE  
IN STYLE.

Beauty catches the  
**ATTENTION**  
but character catches the  
**HEART.**

I reckon by now, everyone would be thinking of someone else who fits this narrative. Here's the rub; the easiest person to fool or to lie to is guess who? Well, now you know why; it's because there are two levels of consciousness and they often clash. Your subconscious doesn't know right from wrong. Your moral compass lives in your conscious state. All your self-talk, the habits you cultivate and the subliminal messages you absorb every day through advertising, pop culture and the media develop either walls or freeways (depending on whether they're positives or negatives) for the conscious things you say and do. No, you can't judge a book by its cover but we do. In the literal sense, publishers spends heaps on covers to attract your attention and compel you to buy. So; just make sure you read the forward before handing over your money. In that job interview, learn if you can about character and if you can't determine it, don't hire! On the first date, watch how your date treat wait staff - that's an example of character. You know what you're doing now? You're discriminating and that's not a bad word - consider the opposite. When is it ever a good idea to be indiscriminate?