

If you want a Raise take a "Gut Check"

By Howard Cannon

The restaurant industry is still one of the greatest places to start and build a career. People get raises and promotions throughout the ranks and to the highest levels in this wonderful industry each and every day.

So what's it going to take for you to make your mark and catch that break? Everyone knows for starters that list would include hard work, dedication, loyalty, and team spirit, but let's focus on one that too often gets forgotten.

Integrity.






It is no surprise that every organization and all leaders of those organizations preach the importance of having a culture driven by integrity and ethics. Let's face it; it would not be politically or socially correct to preach the alternative.

However, integrity and ethics are not a company decision. Integrity and ethics are an individual decision that is solely determined by you.

Are you willing to pay the price to maintain your integrity?

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You see, at every corner in life there is a critical juncture or moment of truth when you need to take an ethical gut check. A moment when you as an individual need to decide for yourself if you are willing to pay the price for staying within the ethical and moral guidelines that you personally believe in or if you are willing to let something slide just so you can get ahead.

-  Do you go the easier (not-so-right) route or take the right path?
-  Do you tell a small, supposedly harmless fib or a large, painful truth?
-  Do you say what others want to hear or call it how you see it with tact?
-  Do you follow company policies and procedures when no one else is looking?
-  Do you talk and act the same way when your boss is near you as you do when he is hundreds of miles away?

These are all ethical gut checks and we all experience them in a variety of fashions big and small each and every day.

Some of these ethical gut checks come with a price tag of dollars and cents, but many more come with a price tag of our values, our self-perception, and our souls. That is where the truly big costs come in.

There was a popular OLD SCHOOL country western song years ago that went, "You've got to stand for something or you'll fall for anything. You've got to be your own man, not a puppet on a string."

Do yourself a favor and "TAKE A GUT CHECK" when necessary, because if you aren't willing to pay the price to have top-notch integrity and ethics very few will be interested in giving you raises and promotions and fewer still will be interested in working for you once you are promoted.

A chief with no loyal Indians can be a very bad thing, especially during a record sales lunch hour.

Howard Cannon is a world renowned Restaurant, Bar and Small Business Consultant and the author of the best selling Complete Idiot's Guide® to Starting a Restaurant®. He can be reached by e-mail @ roi3434@aol.com or by telephone at (205) 323-5559.

