

# HOW TO MAKE THE TOUGH CALL

*Dr. Samuel R. Chand*

*People calls are the toughest calls.*

## I. DISCERNING THE THREE CATEGORIES OF PEOPLE IN YOUR LIFE

- A. Those people who are there for a R \_\_\_\_\_—this is usually lost when the reason is over
- B. Those people who are there for a S \_\_\_\_\_—this is usually lost when the season is over
- C. Those people who are there for a L \_\_\_\_\_—this is never lost regardless of the nature and level of relationship

*...Each one is dealt with differently...*

## II. TOUGH QUESTIONS TO ASK WHEN MAKING THE TOUGH CALL

- A. Is my information A \_\_\_\_\_?
- B. What are the consequences—G \_\_\_\_\_ and bad?
- C. Am I being hesitant—a W \_\_\_\_\_?
- D. Who can give me wise and C \_\_\_\_\_ counsel?
- E. Do I have I \_\_\_\_\_ support when the tsunami hits?
- F. Do I have internal E \_\_\_\_\_ reserves?

### III. STEPS IN MAKING THE TOUGH CALL

- A. D \_\_\_\_\_
- B. D \_\_\_\_\_
- C. D \_\_\_\_\_
- D. D \_\_\_\_\_

### IV. ISSUES A \_\_\_\_\_ THE TOUGH CALL

- A. Second guessing
- B. The need to explain to E \_\_\_\_\_
- C. The need for people to A \_\_\_\_\_ with our decision
- D. The need for the person affected to agree with our decision
- E. Misjudging people—their words, glances, body language—paranoia
- F. Acute sense of L \_\_\_\_\_

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Dr. Samuel R. Chand, 950 Eagles Landing Parkway, Suite 295, Stockbridge, GA 30281

[www.samchand.com](http://www.samchand.com)