

WildWorks Insight Series

## A Real Business Xmas Gift

*By Michael Hall*

*The purpose of this document is to share another Business Leadership Insight with the many leaders and organisations we partner globally - across countries, industries, sectors, (private, public and non-profit), and cultures.*



*Our aim is to help leaders and organisations to help themselves with Business Transformation, delivered through our tailored Partnership Programs.*

### **...IT'S THAT TIME OF YEAR, AGAIN**

**I love Christmas Day.**

**For me it's a general feeling of calm which envelops surrounding streets like no other time of year.**

**The roads go quiet, shops are shut, music floats out of houses - a general feeling of goodwill pervades.**



**... and people get presents.**

**At a certain time of the day, families gather to exchange their Christmas gifts.**

**Wrapping paper flies everywhere and cards get lost in the mix. Squeals from excited kids, laughter and 'thank yous' abound.**

**But this year watch closely .... when Uncle John opens his 8 pack of colored handkerchiefs, is he really touched by his hastily wrapped offering?**

This particular gift is often accompanied by asides such as, *'I never know what to get him...he's so difficult to buy for!'*



Take a look at cousin Jane, who's opening the gift YOU bought her.

It's a present that you've been researching since last Christmas when you learnt that she was a Beatles fanatic.

You managed to find an early release of a Sgt Peppers vinyl - a classic!

As Jane peels off the wrapping her face flicks through five strong emotions in only a few moments. Her eyes dart around the room to find where you're sitting, her expression says it all.

What a wonderful feeling.

---

There's a famous early 19th century story about a poor husband and wife who were penniless going into a Christmas just before the Great Depression. The husband, Jim, had just taken a pay cut.

To buy his beloved wife, Della, a beautiful set of hair combs, he sold his treasured pocket watch which had been handed down to him through generations.

His wife, not knowing of her husband's sacrifice, had bought Jim a watch chain for his favorite possession.

She had funded this gift by cutting her lovely long hair and selling it to a wig maker.



As they opened their gifts they instantaneously discovered their mismatched sacrifices.

*But instead of being heartbroken, they were overwhelmed with gratitude.*

It was the thought that meant far more than the gifts.

---

So for Christmas, there's an opportunity for business to do something a little different for many people who have contributed so much over the year.

Aside from the inevitable Christmas tea/lunch/dinner/drinks/booze cruise ... leadership has a major opportunity to send people into their yuletide break with peace of mind.

In addition to appreciating the efforts of individuals and teams throughout the year ... at the right time, and in the right way, you can also let people know you that are clear about the following year.

Clear about where the business needs to go and what will be needed from people once they've returned relaxed and energised from their holidays.

Engage people around a clear direction and your priorities ... and outline how there will be opportunities for people to play a vital part in making the business a success.

... So in the back of people's minds, as they holiday with family, friends or maybe on their own, they can rest assured they will have a clear purpose when they return to work.

A thoughtful gift, indeed.



.....  
End

FOLLOW ME ON [twitter](#) @michaelhjhall

*Michael Hall is the Founder and CEO of WildWorks. He works with leaders around the world to help guide their organisations through Business Transformation & Leadership Programs which provide transformation consulting, leadership support and organisational engagement.*

Disclaimer: WildWorks Pty Ltd disclaims any legal or commercial responsibility for an organisation's decisions, actions and outcomes which result from the use of WildWorks' advice, information or materials due to the subjective nature of the services WildWorks provides