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## **There is NO Right Way to Do the Wrong Thing**

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*I recently was faced with an ethical dilemma. Without sharing the specific details, it was one of those issues we often encounter in the business world. I am sure you have wrestled with similar questions in both your personal and business life. Several years ago, I found a book with an ethical checklist that I often use for guidance with business decisions.*

*The Power of Ethical Management was written by Dr. Kenneth Blanchard and Dr. Norman Vincent Peale.*

*The "Ethics Check" Questions*

*Is it legal?*

*Will I be violating either civil law or company policy?*

*Is it balanced?*

*Is it fair to all concerned in the short term as well as the long term?*

*Does it promote a win-win relationship?*

*How will it make me feel about myself?*

*Will it make me proud?*

*Would I feel good if my decision was published in the newspaper?*

*Would I feel good if my family knew about it?*

*When I reach the bottom of the checklist, feeling good about my choice, I am confident that I have reached the correct decision.*

*If you would like to learn more about the issues of ethical management, I highly recommend picking up a copy of their book. I think it is in paperback for about \$10. Or if you would like to drop me a note, I have a couple of extra copies I would be happy to send to you.*

*If you are a current or past customer who owns or works for a business that would be of interest to homeowners and would pass the ethical checklist test, please drop me a note or give me a call. I would be happy to share your business information with other members of the West Michigan Mortgage Help client family.*

*Sincerely,*

*Harry J. Gribnitz*

*Your Home Loan Specialist for Life!*

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