

# Getting around the bazaars...

## Ian ponders

In a break from serious stuff ... a little levity this month. Mercifully, we didn't hear any of this at our terrific conference in Queenstown, but I'm sure many of us hear some of it all the time. Management by cliché, it's called, although some call it smart-talk.

Going forward ... I think we need to hit the ground running, keep our eye on the ball, and make sure that we are singing off the same hymn sheet. At the end of the day it is not a level playing field and the goal posts may move; and if they do, someone else may have to pick the ball up and run with it.

We therefore must have a golf bag of options and be hot-trot from the word 'go' to take us to the next level. It is your train set but we cannot afford to leave it on the back burner; we've got a lot of irons in the fire, right now. We will need to un-stick a few potential 'poo-traps' but it all depends on the flash-to-bang time and fudge factor allowed.

Things may end up slipping to the left and, if they do, we will need to run a tight ship. I don't want to reinvent the wheel but we must get right down in the weeds on this one. If push comes to shove, we may have to up stumps and then we'll be in a whole new ball game.

I suggest we test the water with a few warmers in the bank. If HQ can produce the goods then we are cooking with gas. If not, then we are in a world of hurt. I don't want to die in a ditch over it but we could easily end up in a flat spin if people start getting twitchy. To that end, I want to get around the bazaars and make sure the movers and shakers are on-side from day one. If you can hit me with your shopping list I can take it to the head honchos and start the ball rolling. If it goes pear-shaped, it is no good throwing our toys out of the pram or our teddy in the corner. Instead, we may have to fine-tune it in order to do a re-gain. We'll be

hung out to dry if it becomes a showstopper.

There is light at the end of the tunnel and I think we have backed a winner here. If it all gets blown out of the water, however, I will be throwing a track. So get your feet into my in-tray and give me chapter and verse as to how you see things panning out. As long as our ducks are in a row, I think the ball will stay in play and we can come up smelling of roses.

Before you bomb burst and throw smoke, it is imperative that we play with a straight bat this time around. We need to nail our colours very firmly to the mast and look at the big picture. We've got to march to the beat of the drum. We are on a sticky wicket. I've been on permanent send for long enough and I've had my two cents' worth. I don't want to rock the boat or teach anyone to suck eggs. We must keep this very firmly in our sight picture or it could fall between the cracks. I don't want to be seen to be re-arranging the deck chairs on the Titanic but if the cap fits, wear it.

At the end of the day, it's like a big game of Space Invaders; the aliens are getting closer and if we don't zap them it'll be game over for the lot of us. There are a number of wolves close to the sledge, and alligators close to the canoe, which need to be shot. As you are aware, it's a bit like punching a cloud around here. The heads of sheds often play fast and loose, so it's stand-by to repel boarders I'm afraid. Right! Unless anyone wants to flag-up any bullet points I'll be in my office. My door is always open and I'm as flexible as a palm tree in a hurricane. The ball is in your court; so don't let the wheels come off. If it unravels, your arse is grass and I'm a lawn-mower.

With thanks to my friend Perry Matthews from Airways International.

Ian Hendra

## Snaps from conference

