



**"The Greatest Waste In The World Is The Difference  
Between What We Are And What We Could  
Become."**

What we are is the way that we behave and the effect for good or ill that we have on our environment. We are the way that we are because of the sum of all our experiences up to date.

Crucially those experiences have taught when to speak and when to say nothing.

As an apprentice we were keen and newly knowledgeable, eager to use our knowledge and demonstrate our worth to an employer who has invested time and money on our development.

We would spend our time carrying out our duties carefully and well, all the while considering how to improve.

We would consider the way that the job was done and how with a new pair of eyes and a new understanding we personally could add value.

One day the big idea comes and it is our opportunity to shine.

We are too young to realise that once given we will lose our idea for good.

"Yeah ok, I'll think about it"

"I told you I would think about it, What is your problem"

“Look I have told you already I will think about it, now clear off”

How long does it take before you realise that you are being ignored. Your opinion is not even considered and you personally are not welcome.

These are hard lessons to learn but they make a great impression.

How many times do we have to receive this treatment before we stop putting our hand up in order to avoid being treated this way.

We have imagination and experience that we can use to add value to what we do, but the environment that we work in has prevented us from speaking.

The environment has made us behave as if we have no value to offer.

The difference between what we are and what we could become is the environment in which we work.

When we change that environment we realise the talent and experience that was wasted when we were not allowed to speak.

Peter A Hunter  
Author – Breaking the Mould