

The Extroverted Entrepreneur (EE) and The value of “Ready, Fire, Aim” (RFA)

In classic military training of firearms use there is the standard order of “Ready, Aim, Fire.” It is an excellent training mantra that is a great standard practice. Real life tends to muddy the training exercise. The traditional understanding of entrepreneurial personalities (the type of people who get things started) is that they are prone to forgo this logical order, not that the order is incorrect but that often it does not serve them well. This same entrepreneurial type is often an extrovert. Extroverts are the ones who talk in order to hear themselves think. In contrast to our introvert friends who often think long and hard before talking (if they talk.) Obviously, totally different personalities and approaches to life. You can begin to observe these personality traits even in a classroom with young children.

Understanding the “ready, fire, aim” personality takes insight – and patience. What seems brash to an introvert is normal (or even too slow) for the extrovert. The extrovert entrepreneur has an innate confidence in their path and in their vision. More careful (steady?) types look at situations from multiple angles and scenarios (aim.) Each have their use and function.

Though “extrovert entrepreneurs” are kidded about “ready, fire, aim” there is a logic that leads them. Though “aim” comes last in their scenario of RFA, it really comes first in the entrepreneurial mind. They know where they want to go and from that the “ready” comes. Then “fire” is to them the natural next step. Often it seems that the EE does not value “aim” while in reality they use the “fire” to discover where their “aim” is missing the target and they adjust accordingly.

While there are missteps for the EE there often can be worse outcomes from the introverts who may embrace “ready, aim, aim, aim, aim” and never get to “fire” and miss great opportunities to move forward because they are waiting for a perfection that does not exist. The “Beta” test is standard operating procedure for industry and for much of life.

Understanding the children in your classroom who exhibit these leadership qualities requires great patience and understanding. They have not yet developed the self-controlling mechanisms that their personality will require for success, however, they will succeed in spite of it. Blessed are you if you can patiently guide their path and not throw up your hands (literally or figuratively) as they may be the non-compliant ones, not out of disobedience but because their God-given personality drives them. (They do need to get a license to drive their personality but that does not come from us, however, we can point them to God's driving school.)

If you work for a boss who is an EE or have co-workers who fit the description (and you do not) then use your gifts to bless them because you won't change them. They are who God made them to be. And if you are an EE be patient with the rest of the world (and try not to run them over.)

Look at your children again, through different eyes, and let God guide you in blessing and encouraging them, looking for ways to help them harness the power of their personalities.