

Life at Nuance, Professional development

At the end of the day...get on the balcony

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To be a good leader, a good employee, a good friend, or even a good parent you need to be willing to see things from a different perspective.

It's important in business and in life to fully participate. Sometimes I think of this as being on the dance floor, fully participating. There's also an adage, that sometimes you also need to get on the balcony to see the world from a different perspective.

I admire people who are willing to fully participate. They are engaged, involved, and present in the moment. We can all think of people in our lives or on our work teams who fit this description. They are all in, but sometimes they are so focused on their own dance move, they miss the bigger choreography or the bigger picture.

To be a good leader, a good employee, a good friend, or even a good parent you need to be willing to see things from a different perspective. You need to be willing to get off the dance floor and get on the balcony. Try to think not from your vantage point, but from the next level up, so you can spot patterns, trends or potential problems. In business this often means, backing away from the detail to go back to guiding principles, or reconsidering what you are trying to achieve to find a more holistic viewpoint.

In one's personal life this also can mean finding a different perspective, most likely seeing the world or a situation through someone else's eyes. Considering an issue or challenge from a different, more holistic vantage point, can only improve your chances of making more progress.

I remember a story about a tourist attraction in the California red woods – there was a tree so big a hole was cut in it so cars could drive through. A car with a luggage carrier on top got stuck while driving through the tree. Dozens of people were trying to help by prying, pushing and removing luggage. Finally, a

small child suggested they take air out of the tires.

Sometimes, you need a different perspective.

So, as much as it's great to be fully engaged on the dance floor, it's as important to get on the balcony from time to time.

At the end of the day... is an expression meaning an assessment of essential facts and truths. It's a summation of the pros and cons of any situation and a straightforward statement of what really matters. It's also the title of this blog series by [Brenda Hodge](#), Nuance Healthcare's Chief Marketing Officer, with insights about leadership, empathetic customer relationships, and marketing techniques.

Tags: [Leadership principles](#)



About Brenda Hodge

Brenda leads all aspects of Nuance's marketing function working to develop the go-to-market approach, building the Nuance brand to drive growth, and expanding client relationships to increase loyalty. She joined Nuance from Optum where she most recently served as Chief Marketing Officer for the Provider Market segment. Brenda's career spans multinational sales and marketing leadership roles at companies such as GloStream, Allscripts/Misys Healthcare Systems, and SAS Institute.

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