

Everything that will ever be possible, is already possible. So why are most of us so pathetic at innovation and creativity?

We've all scoffed at the shortsightedness of Charles Duell's 1899 declaration that "everything that can be invented has been invented." Then there's the biblical King Solomon declaring, "There is no new thing under the sun." We don't scoff at Solomon because God would strike us with a plague.

For that very reason I'm with Solomon. What he said was that everything that is possible already exists. The possibility of lifting a mega-ton object into the sky with air has always been here. Wireless everything has always been possible. The problem is we've been literally programmed NOT to see possibilities. Think about it. How many times have you heard "Let's not reinvent the wheel?" Wheels are just one application of the shape round, of course you can reinvent them! Reinventing 'round' is a little more difficult, like reinventing the straight line. Shapes are part of the starter-set given us by nature.

Now, since the beginning of time certain people have seen and claimed possibilities most of the rest of the world couldn't see. From Archimedes and da Vinci to Tesla, Gates, Jobs and Musk, they figured out how to see possibilities capable of transforming the world. I have encouraging news: that ability does not result from selective dispensation by the Divine. If one person can do it, we can all do it. So why don't we? Why do companies struggle with escaping the "how we've always done it" mindset. They never seem to realize that, at some point, how they've always done it was done for the first time.

There are two disastrous principles killing most organizations: the quest for "Best practice," and the "Not invented here" mindset. Both being the ultimate in self-inflicted wounds. This is why Steve Shapiro titled his book *"Best Practices are Stupid!"* He's got that right. It's weird, but many companies have both mindsets; like having your feet on the brake and accelerator at the same time.

Looking for best practices (there is no such thing, there are only *current* practices) implies no one in your company is bright enough to come up with a new possibility so you have to look at other companies with smarter people. "Not invented here" points to an extremely insecure organization disguised with ego. Both are the prisons of potential.

Here are two simple concepts for becoming a Seer of Possibilities:

1) Learn to open your mind. Exorcize your skepticism. I'm constantly amazed at how many people dismiss an idea without even understanding it, especially these days. The moment you start thinking about why something wouldn't work, ask yourself what would happen if it did. Revel in that for a while. Accept *all* possibilities. Choosing which to make real is quite another matter.

2) All possibilities exist, they are energy floating around and through us constantly. Since the Universe knows we're generally pathetic at seeing them, it helps by revealing them in nature, something we call bio-mimicry. It reveals them in *everything* we see, touch, taste, hear, smell and intuition. Hints show up in your dreams and in your circumstances. Know anyone who tells you that losing their job was the best thing that ever happened? That's possibilities smacking them on the head. Another flight delay? Someone within six feet of you has an idea you need to hear. You've got the time. Sure visit other companies — not to see what they've already *done*, but to learn what they're thinking about doing.

Here's what else you can do, remembering that no one has ever had a good idea in the middle of a meeting. Go for a walk in the forest or into the desert, learn how nature works. Visit a pre-school and watch uncontaminated minds reveal amazing possibilities. Tell people what you're looking for so you activate their possibility antennas. Doodle more. Do things that are unfamiliar to you. Innovation and creative triggers are *everywhere*. Access them any time and place you can.

The amazing thing about *possibilities* is that they are always about your future. Possibilities do not exist in the past, only problems do. They are doing their best to get your attention. Do your share.