079 The Repairman Fallacy

Perspective Fieldbook · https://kb.jeffreysummers.com/docs/079-the-repairman-fallacy-2/

The Demand

Tomorrow, before you celebrate fixing a problem, remember that fixing only returns you to zero — it isn't progress. Name one thing you could build that doesn't exist yet in your operation, and put real time against that instead of just more repairs.

The Work

Name the last thing you fixed and felt productive about:
Did that fix return you to zero, or did it move the business forward into new territory?
How much of your time this month was spent repairing versus building something that didn't exist before?
Name one thing you could build that doesn't exist yet in your operation:
The real time you will put against that build instead of the next repair: