

7. “It’s a green-light when you vacillate”

- Taking anything for granted

Vacillating never gives you a solution, which is a matter of common sense. Ambivalence is equal to making an assumption. Therefore, you may sometimes need to move forward first and see the result later.

You cannot see the truth if you don’t see in the moment. For example, there is some leftover food in front of you. If it is your partner’s, you won’t mind eating it, but it’s disgusting if it was a dog’s. You never know whose leftover it is, without seeing it in the moment. This theory was frequently taught by my parent. When I dropped a piece of food onto the table, I would say, “Can I eat it? It may be unhealthy. It’s dirty”. My parent replied, “In a restaurant, do you think all served foods are clean? They may pick up a piece of dropped food and replace it onto the dish.” In addition, we all assume a bottle of water sold in a vending machine is naturally clean water, but you won’t be able to see if it was tap water placed outside for a whole day, which is now being served. You should realize that you always take many things for granted.

- Avail to forward 75%.

I learned something in a seminar from Mr. Tetsuya Sanada, (the president and CEO of KLab), which still leaves a strong

impression in my mind. He mentioned that everybody vacillates, but either way is the right decision. He said, “A human automatically eliminates an obviously bad things.” For example, you need to borrow some money. There is a consumer finance company with a 20% interest rate and a bank with a 1% interest rate. Which do you prefer to borrow money from? It’s obviously the bank. You automatically eliminate the consumer finance company. When a girl chooses her boyfriend, she compares a handsome guy without money with a rich, ugly guy. Does she vacillate if there is a poor and ugly guy? She automatically eliminates that choice. Thus, either of the two guys could be right for her. Everyone vacillates, even though they understand such a principle, Mr. Sanada mentioned. The truth is that either way is the right one.

When I was taught this, I felt some clarity of mind. When you are deciding on one thing, there are three options: yes, maybe or maybe not, and no. 25% is yes, 50% is maybe or maybe not, and 25% is no. It’s a green-light when you vacillate, so 75% can be yes. This is my policy.