



# The Don Hutson Report

© 2019 Don Hutson

Global Expert on Sales & Negotiations

Volume 2019, No. 24

November 26, 2019

## There is Danger in Flying Blind!

**I was 24 years old when I got this message** loud and clear in a meaningful event! I was fascinated with aviation and got my private pilot's license at age 16 and my commercial license at age 20. However, I procrastinated in getting my instrument rating.

**By age 22**, I was in the seminar promotion business and my group was conducting a program in Houston that concluded on a Tuesday night. We were scheduled to present another program in New Orleans on Wednesday at 9 AM. I confidently assured my boss that we could stay on schedule and told him, "No problem, I'll rent a Piper Cherokee Six. Then, we can depart Houston at 5 AM on Wednesday and make it to New Orleans in time for the 9 AM seminar."

**He said okay** and I lined it up. I went to the airport on Tuesday to get checked out in the Cherokee Six. All went well and we were set to leave the following morning. The weather looked good, for which I was thankful since I did not have an instrument rating (typically needed when flying in inclement weather).

**We took off on time** and headed to our destination in perfect weather. When we were about 75 miles from New Orleans, some light scattered clouds were appearing below us which gradually got thicker. Before I knew it, I had a solid cloud deck below me and a

pressing schedule to get to New Orleans. I kept going. I was praying the clouds would break up and give me a clear visual approach to the airport. It didn't happen.



**You're invited to forward this and all other issues of *The Don Hutson Report* to your contacts who are interested career progress.**

The last issue (titled "Have You Harnessed Your Discipline Yet?") got our best reviews ever! When you click on the link below, you can access that and all other back issues. And, your friends and associates can subscribe to *The Don Hutson Report* on this page of the DonHutson.com Web Site:  
<https://donhutson.com/dhreport-library/>

**As we approached New Orleans,** I was really getting nervous. I thought maybe I could descend through this undoubtedly thin cloud layer and be in visual conditions in no time. I would keep my wings level and watch my heading and altitude and I could be below the clouds shortly and navigate to the airport for a safe landing. Flying in instrument conditions without an instrument rating is very dangerous and never advised. But, since I had a commercial license and over 200 hours of flying time, I was convinced I could do this.

**I lowered the nose of the aircraft** and flew into the cloud deck. Experiencing zero visibility in the clouds, without an instrument rating was very scary! I was sure to keep my wings level so that I would not go into a stall/spin; I watched my altimeter to see that I was descending through the clouds at a normal rate. I was hoping none of my five passengers could see me shaking!

**Then we broke out of the clouds** 300 feet above Lake Pontchartrain! I leveled off at about 250 feet and navigated another ten miles to the New Orleans airport for a safe and normal landing. I don't think I completely stopped shaking until about noon that day.

**One of the things** I thought about that morning was how I had wished I had gone ahead and studied for and earned my instrument rating earlier! Procrastination almost cost me and my five passengers our lives. I was determined to learn what lessons I could from this bonehead move! For openers I signed up for instrument training right away and devoured the course of study. Subsequently, I was never in the position to have to "fly blind" again.

**The other big takeaway** for me was to always be learning – the one certain way to maintain control of your journey through all areas of your life and career. I have spent my entire life studying and learning. I have always asked myself “What do I need to learn next to advance my career?” I never quit learning, and to this day I read 80 to 100 books a year. I’m convinced that your commitment to this concept of personal continuing education will work for you as well.

**I quit flying recently** and sold my airplane. I had 7,500 hours of flying time and had never put a scratch on an airplane or a person. I figured it was a good time to walk away. As I look back on it, I got a great lesson (“Keep on learning!”) which impacted my expertise, my skillsets, my career and, of course, my destiny. Had I not gotten that critical lesson that day, I am now convinced that attainment of my destiny would have been severely compromised.

**What is the next “big thing”** you know you need to learn in regard to your skills, your expertise, and your profession? Take my lesson to heart and vow to have a hunger for learning for the rest of your life. When you use the knowledge and expertise you acquire as a result of these efforts, you will be better equipped than ever before to reach up and grab the rest of your destiny!

**Your DESTINY is waiting in the wings.** Don’t blow off the opportunity to secure it, savor it, and live a rich, refined life because of it! Look for signals that influence your actions. Be a “possibility thinker” rather than limiting yourself like those who are letting opportunities whiz by their heads daily simply because they can’t pull out of their negative or complacent mindsets.

**Always be a person of intention** and vow to become an unstoppable “Learning Machine.”

You will never get caught flying blind!

**LOOK FOR:**



**Double Your Sales By Increasing and Leveraging Your Relational Capital!**

Details coming soon!

Don Hutson is a #1 NY Times and Wall Street Journal  
International Best-selling author, a Hall of Fame speaker,  
and CEO of U.S. Learning based in Memphis, TN

[www.DonHutson.com](http://www.DonHutson.com)

901-767-5700