



Iambic pentameters, alliteration & onomatopoeia

I love theatre and live performance of all styles. I really should make the effort to go more often!

This week, I made a short trip across the channel to see **Poirot and More: A Retrospective** with the actor David Suchet reflecting on his **50-year acting career**.

Interspersed with anecdotes were magical moments as he gave an actor's masterclass explaining the writers Highway Code of iambic pentameters, alliteration and onomatopoeia whilst transforming before our very eyes, into Salieri, Oberon, Macbeth and finally the great Hercule Poirot.

As always, I look for parallels and inspirations to share with the Callisto family and whilst I could rattle on for hours, here's a summary.

1) There is no substitute for being there. I am sure there will eventually be a video recording of this show but it won't come anywhere near the anticipation and emotions of a truly shared experience.


2) Online meetings will never substitute the intimacy and exchanges of being there. This applies to theatre, cinema, sport, the office, client meetings, workshops and conferences. We are social animals with a million-year evolutionary need to interact.

3) Learn your trade, be passionate and put your heart and soul into whatever you do. (Your work, family, hobbies).

4) Don't give up and accept the first opinion, rejection or ignorance of others. David Suchet was rejected many times before his first break. Remember, managers and directors irrespective of paygrade, authority level or perceived experience **"don't know what they don't know"** and certainly don't have your experience. When was the last time a CFO, SSC head or auditor sat with you, made a collection call or posted cash?

In our training we discuss individual learning curves and the Dunning Kruger effect, all of which can be seen in the career arc of almost every actor, writer, dancer, musician, sportsperson, business professional and entrepreneur. This week, Callisto had its own live performance, co-hosting an all-day workshop in Prague with our good friends from Moody's Analytics.

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Once again, the “House Full” signs went up as forty passionate Credit professionals from 14 different companies gathered in Prague to share in-depth, relevant and incredibly important knowledge.

We focused on the Management of Risk and emphasized how this is not the preserve of a few analysts but is the backbone of every successful business reaching across all aspects of business.

Today’s risk analysis is a million miles beyond traditional balance sheet analysis embracing geopolitics, climate change, ownership, interest rates and much more that connect every aspect of business.

The day’s presentations, panels, Situation Room and breaks flew by thanks to the energy and passion of everyone there. It is only in times of adversity that Credit / O2C is recognized as a vital part of the business that must be populated with highly skilled and experienced professionals.

Those that still see what we do as back office, transactional, silos and processes will be caught out.

Even worse, we have been referred to as a NICHE. How can the guardians of cash flow and profitability be a NICHE? It is never dull in Callistoland.

Also, this week, our latest group of learners completed the Mentoring sessions on Monday and successfully passed the exam on Tuesday. Congratulations, you were a great group and a joy to work with. Thank you.

The next Situation Room will be in Lodz in March with more planned around Europe with Riga being added a few days ago. Membership continues to develop apace; LinkedIn will announce details of upcoming Coffee Clubs and Credit Clinics and of course there is Credit Matters XIII.

Our Certificate qualification has been undergoing an exciting overhaul and will be available very soon.

It really is the most incredibly exciting time to be working in Credit / O2C.

Carpe Diem.

Mark

February 26, 2024

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