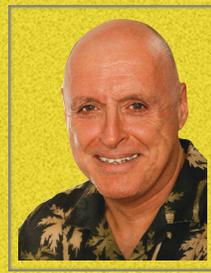


THE EXTRA POINT

BY JERRY ROBERTS



14 Do You Want Your Boss Calling You at 3AM?

You're tired and all you want to do is sleep. You crawl into bed and in just moments you drift off. Ahh, your body is going to get the rest it needs and you'll wake up feeling like a million dollars. I'm Jerry Roberts and I represent the Ray Gibson Premium Mattress Company...oh wait, wrong script...and I'm here with today's Extra Point.

I've been there, needing sleep. I figure, tonight I'll get seven hours and it will be magnificent.

I descend into that REM sleep, the deep sleep. I'm going to feel wonderful when I wake up. And then...

BRRRIINNGGGG....my bliss is shattered by my phone going off. I spring out of bed because at 3 o'clock in the morning all kinds of thoughts race through your head.

It's gotta be long distance, it's gotta be family...they wouldn't be calling at 3 AM unless...oh Good Lord, please....

I can't make out the number on the caller ID so I answer, "Helloooooo."

Then you hear, "It's me, I couldn't sleep. Did I wake you?"

It's the boss. So you don't yell into the phone, "No, I'm always up at 3 o'clock, just in case you call." Instead you say, "Oh, hi boss, what can I do for you?"

And he says, "I'm worried about something and I wanted to run it by you. Have you got a minute?"

By now you're not going to get back to sleep anyway, so "Sure, big guy, I'm all yours."

So, would you be okay with the boss ringing you up once in a while at strange hours, when he or she is worried about something? Do you love it? Do you hate it?

I loved it and I think you should, too. Why? Because the boss is calling you, thinking you're capable of helping them.

That's a big deal and, in my humble opinion, worth every minute of sleep you lose.

I've taken a number of these calls in my life and to me it was validation, because I wanted to position myself as a "go-to" person for my employer. I wanted to be the one consulted in a crisis. Back in the day contact lists were called the Rolodex, and I wanted the first position in my boss's Rolodex. Something's bugging them and they want help, let the first face that pops into their mind belong to me.

Yeah, I'll be a little tired that day, but that's my investment into a stronger relationship with my employer and organization.

I've found that the payoffs for that kind of contribution don't always come right away, but eventually they do.

So if it's 3 AM and the phone rings. and it's the boss with a problem, smile through your bleary eyes...they think you might have the answer.

That's The Extra Point. Get out there and make something good happen today. For 93.3, I'm Jerry Roberts.

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