

THE EXTRA POINT

BY JERRY ROBERTS



172 9 Must-Have Skills for Everyone

If you're a forward thinking type person and asking yourself, "Self, what are the nine skills I will need for the years to come?", then I'm Jerry Roberts and we're going to dig in and tell you exactly what those are. That's right now, on The Extra Point.

Must-have skills, stuff managers and business owners will be looking for, and will be happy to pay more to get — that's what we want. Are you ready?

1. Know what you're really good at and become a star at it. Being a decent plumber, electrician, and aircon tech is okay. Being incredible at any one of those things is better. Specialists are in demand.

2. Be a learning machine. Most of your competitors either have already stopped advancing their job skills or will sooner or later. If you never stop learning, it will be difficult to beat you.

3. Take action. Erase this phrase from your memory: "Knowledge is power." No, it's not. Knowledge isn't power. Applying knowledge is power. Don't do that and it's a waste of time.

4. Generate ideas. Organizations need new and fresh ideas. Be a person who delivers them and you'll always be in demand. By the way, come up with lots of ideas because most won't be worthy of follow up. It's a volume game. If you come up with enough of them, some are bound to be winners — maybe big winners.

5. Learn how to sell. Don't tell you're not a salesperson. Everybody sells. You want a job, you sell. If you're in a relationship, you sell. If you have kids, you sell. When you get stopped for speeding and you don't want the ticket, you sell. Work at it and advance your skills of persuasion. It's a superpower and you'll need it.

6. Develop focus. Distractions are everywhere. If you work on your computer, while messaging on your phone, while watching TV, stop it. Do better, likely faster work, perhaps the kind of work that is more often recognized as excellent by your employer — by focusing.

7. Be Patient. You know this is the age of instant gratification. The statement, "if it's worth having, it's worth waiting for" has been replaced with, "I want it all and I want it now." Show the right people you're willing to invest yourself in your work and the organization's goals, and that will separate you from the pack.

8. Show grit, toughness, and hustle. Let people see that you hang in when the going gets tough. They should see that you're hungry and nobody has to push to get you going.

9. Expand your connections continuously. Start now and build a solid network of doers. Find ways to help others and human nature is such that they'll be looking for ways to help you. Who do you know who fits the description of a doer? Start with them, and then find out who they know, and get them to introduce you. You do the same by introducing them to people you know. Then just keep building.

Get the transcript at guamtraining.com, number 172. Work on these nine must-have skills and you'll always be an in-demand talent.

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

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For information on training and consulting services from Jerry Roberts, please click this link: guamtraining.com

