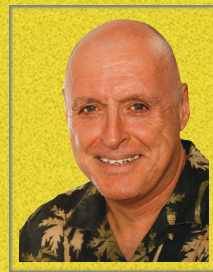


# THE EXTRA POINT

BY JERRY ROBERTS



## # 25 When Will You Get Your Last At-Bat?

Making sure that your last at-bat is one for the ages. I'm Jerry Roberts and that's next, on The Extra Point.

Very few professional athletes have hit a homerun in their final career at bat, or scored the winning touchdown in their final carry, made the game-winning points with their final three-point shot, or sunk a long putt to win the golf tournament.

In fact, for the majority, they didn't know that it would be their last time. They got injured or cut from the team. Their end was sudden.

They never realized that their last time in the spotlight was the last time they would ever have.

How would they have felt if they knew that? Would they have approached it differently?

Would the batter have swung on the first pitch when it was a fastball down the middle of the plate? Would the runner have used every ounce of strength to try to break away from the tackle?

Almost all are left with memories and bittersweet feelings about how they wish it would have ended — ended on a high note.

What does that mean for us?

What if our sales presentation today is the last one we ever get to make? Or it's the last person we'll ever hire, or last production run, last engine overhaul, last patient seen, last flight, last vote on an important measure, last day to teach students, last time to address the troops, or last radio show?

Would WE handle it differently, perhaps more thoughtfully, if we knew this was the last one?

I'm not trying to be overly dramatic here. I've lived this exact scenario more than once. The road I was traveling turned into a roadblock. Maybe it's happened to you. You're sailing along, everything's okay...and then one day it's not okay. For whatever reason, you have to start all over again.

So I've learned. Today, when I'm in front of a group of people, I perform as if it could be the final time I get to do it. I want to leave a lasting impression.

I want those people to know that I thought they were special enough for me to give it my best.

A couple of weeks ago in Extra Point number ten, Dr. Martin Luther King implored us to do our job like Michaelangelo painted or Beethoven wrote music.

Just like an athlete, professional entertainer, or other public figure, we likely don't know when our last time is going to be.

And when that last time is, what if they said about you, he/she gave their absolute best, every time. Every time.

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

###

For information on training and consulting services from Jerry Roberts, please click this link: [gumtraining.com](http://gumtraining.com)

