

# THE EXTRA POINT

BY JERRY ROBERTS



## # 122 If Success Was Guaranteed, What Would You Do?

What if someone told you that you could do anything you wanted in your job or career, and that success was guaranteed, what would you do? I'm Jerry Roberts and let's probe a little about what you really want, today, on The Extra Point.

I might have been 15 or 16 the first time I had someone pose that question to me. I can't recall if it was an uncle or a teacher who asked me, but, "Other than pitching for the Dodgers, Jerry, what would you want to do if your success was assured — that you couldn't fail?"

I didn't know. It would be a year, maybe two, before the thought of working in radio first crossed my mind.

So how about you? What would you do if your success was an absolute slam dunk?

Would you start a business? If so, what business would you want to get into?

Would you look to expand the company you now own? What kind of expansion would that be? Would you add new product lines or services? Can you list them?

If you work for someone else, would you make changes in the organization? What kind of changes? Would these changes be in your department, or extend to the whole enterprise?

Maybe you'd want to do more of something, or less of something else. Are there processes you'd add or get rid of? Which ones?

To help you answer this question, download the transcript for this Extra Point, number 122, at [guamtraining.com](http://guamtraining.com). I've added a form that will walk you through it.

Write down everything you can think of that you would do, whether in your own business,

or to change things about your current job. Give as much detail as possible, and offer a prediction for the outcome.

Some people have fun with an exercise like his and write down crazy stuff. Others list ideas that they've given some thought to, and aren't so far-fetched. Feel free to dream a little here, then lay down some practical, doable steps.

When you're done take a look at your list, and decide just how realistic your ideas are. What would it take to make some of those a reality?

If you own a business, you could sit down with members of your team and brainstorm a little on how to implement some of your thoughts.

It's about the same if you want to share your thoughts about possible changes with your employer. Are the changes feasible? What would be needed to take positive action on your ideas?

When you finish the exercise and your thoughts are clearly expressed, tell the right people about them. If that includes a company owner, don't be surprised if he/she honestly appreciates your initiative. Most owners are waiting for workers to step up and share ideas.

No, extraordinary success isn't guaranteed. But know this: it also never happens until someone, just like you, steps up and delivers the next great idea. Download the form and do a little reaching for the stars.

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.

###

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

**THE POINT**  
93.3 FM / 1350 AM / 104.3 FM HD-3

GUAM  TRAINING

# My Exercise in Change

## 1. List the changes you'd make in your business or job.

---

---

---

---

---

---

---

---

---

---

---

## 2. Go back and rank your ideas in order of priority.

## 3. Now choose the top three, and break them down in detail.

1. What you would do
2. How you would do it
3. Timelines
4. Who else needs to be involved
5. Challenges to making it happen
6. And your prediction for the results

**Change #1:** \_\_\_\_\_

**What would you do and how?**

---

---

---

---

---

---

---

---

---

---

---

---

**Timeline — When do we start and how long will it take?**

---

---

**Who else needs to be involved?**

---

---

**Challenges to making it happen**

---

---

**Expected results — What is your prediction for this change?**

---

---

---

---

## Change #2: \_\_\_\_\_

**What would you do and how?**

---

---

---

---

---

---

---

---

---

---

---

---

**Timeline — When do we start and how long will it take?**

---

---

**Who else needs to be involved?**

---

---

**Challenges to making it happen**

---

---

**Expected results — What is your prediction for this change?**

---

---

---

---

**Change #3:** \_\_\_\_\_

**What would you do and how?**

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

**Timeline — When do we start and how long will it take?**

---

---

**Who else needs to be involved?**

---

---

**Challenges to making it happen**

---

---

**Expected results — What is your prediction for this change?**

---

---

---

---

---

# Turning This Into a Conversation

1. Bring together as many stakeholders as possible, those people who will be impacted by the issue you wish to pursue.
2. Let everyone go through the same process you have.
3. Once completed, assemble and consolidate the various opinions displayed.
4. Look at where you agree and disagree, and begin to develop a basic foundation for the concept.
5. From there it's all about negotiation, flexibility, and innovation. It's about challenging each position and assumption, and coming up with the final approach.
6. Once you arrive at a decision, set a timeline to the idea. Even if the dates aren't carved in stone, at least you've got it on the calendar. If you have to change it later, deal with that then. For now, schedule your action. This means your concept and plan is alive and in progress.
7. Work it.
8. Revise as necessary. Things come up and sometimes changes need changes — before they officially become changes.
9. Track and document your results.
10. Start with the next idea...

---

---

---

---

---