

THE EXTRA POINT

BY JERRY ROBERTS



158 Do You Initiate or Wait?

I've heard it said that there are three kinds of people in the world. Are you ready to find out what kind you are? I'm Jerry Roberts and maybe it's time we all get this figured out, today, on The Extra Point.

So what are the three types of people? They are...people who make things happen; people who watch things happen; and then there's those who look up every once in a while and say, "Hey, what happened."

Which one are you? I don't have any hard numbers on the breakdown, but there's a fair amount of opinion that sees it as 10-15% of workers initiate action and make things happen. These are your top workers. An equal amount are counted in the group that don't initiate much if anything, aren't highly productive, and do pretty much just the basics.

The final group, the majority of workers, don't fit in either category. They're just average. They have a high production day every so often, along with some low production days, but mostly they show up, get their work done and leave. You'd have trouble describing how their work and overall contribution is special.

Now, if you think I'm going to spend the next couple of minutes imploring those who aren't interested in being highly productive, to suddenly change, I'm not. While that would be great that's a change that has to happen from within. People have to want to do that for their own reasons.

This Extra Point is for those who want more. They want to be considered among the most productive workers, those who accept higher responsibility and deliver results. They want to be promoted more often and make more money. Maybe they need a little roadmap on how to get there. If so, here are a few tips.

Do work without being told. If you finish one thing, don't wait for your boss to assign the next task. Instead, seek him/her out and let them know you're ready for more.

Know your job better than anyone else. Do you know what others in your department do as well? Could you fill in for them in a pinch? That's a huge bonus. Look for ways to improve procedures and systems by asking questions and recommending solutions.

Here's a big one, volunteer for special projects. You can learn new things, have fun, do good work, and it's a great way to expand your network. It also introduces your energy and talents to a lot more people. That can open doors.

It can land you mentors within your company and help you become a "go-to" person who can be relied upon. You may also learn about new projects and maybe you'll find one that excites you, where you can help someone else hit their goals. Being part of such a project can catapult you into greater opportunities.

You can join civic groups where you can work on projects with CEOs, other top managers, and business owners. Let them see how you initiate action and get things done.

Be an action taker and a problem solver. There are simply not enough of them. You'll always be in demand. If this is what you want, get on it.

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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