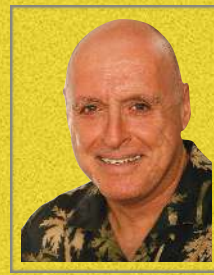


THE EXTRA POINT

BY JERRY ROBERTS



164 Of Mandates, Commitments, and No Plan B.

I had never met Sen. Michael San Nicolas. From the moment I heard he was challenging Congresswoman Madeleine Bordallo, I wanted to ask him some questions. I'm Jerry Roberts and today, the answers I got when I did sit down with him. That's next, on The Extra Point.

Michael San Nicolas has built his political foundation on fiscal responsibility, not spending money we don't have. His has built a franchise around the term "Responsible Guam."

Fiscal responsibility caught on and he felt he'd received a mandate from the people. Further, that having a mandate takes the focus off of you as an individual and whether or not people like you, but keeps the main issue center stage. In a world that seemingly values buzz, clicks, soundbites, and celebrity, this goes against the grain. What can we learn from that?

I wanted to know why he felt he could beat Madeleine. She had won handily over former governor Felix Camacho and appeared that she'd keep the job as long as she wanted. I wasn't prepared for his answer.

"It wasn't about Madeleine Bordallo," he said. I've learned to view the challenges, hardships, blessings and opportunities as part of my relationship with God. It became clear that it was time for me to take on a higher calling."

He went to Washington DC last year and came away feeling there were opportunities to do things differently. He and his team began to drill down deeper into issues like Section 30, Compact-Impact, veteran's affairs, and Supplemental Social Security, and felt he could bring changes and increased benefits.

Sen. San Nicolas said it wasn't about winning and losing, but about that calling. "It's about serving and about going through the journey. If you're true to the journey, you don't lose."

Then, he dropped this. "Even in losing there is winning, as you may have shifted the mindset of the community to some degree." That's a marketing lesson for any business.

He said it's the same as introducing a bill in the legislature. You do all the research you possibly can, introduce the bill, and if it's unsuccessful then it wasn't the right time. Then he said something interesting. "We don't ratchet up our wins and losses as some kind of scorecard to validate ourselves." This is akin to teamwork in an organization. It's about the idea and the vision, and working hard so that wins the day. It's not about individual statistics.

I asked him if had a plan B for his campaign for Washington, if he should lose. Was there a high paying job waiting for him? He told me, "If you have a plan B that means you're not giving everything you have on the journey that you're on." This follows the reasoning of early settlers in the new world, where the captain wanted 100% buy-in and would order the boats burned so there was no thought of backing out if times got tough.

So what did I come away with? Whether you're a leader or follower the lessons apply to your world. Bringing forth a worthy idea that people are attracted to. Gaining a mandate. Looking for a higher calling. Recognizing opportunities. Not weighing individual wins and losses but the value of the idea succeeding. Not worrying over a plan B, but giving everything you've got to the main commitment.

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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