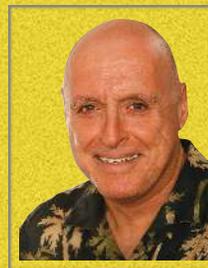


THE EXTRA POINT

BY JERRY ROBERTS



183 The Idea Buffet # 1

Buffets are a big thing in Guam. From restaurants to fiestas, we like having a bunch of options to satisfy our hunger. I'm Jerry Roberts and today, I'm launching an occasional feature of The Extra Point. We'll call it the Idea Buffet. Several thoughts and concepts tossed together with no particular theme, and we see what we get. Coming up, right now.

First item on the buffet...early in your career create a Key Player List, or Key Person List. Call it what you like, this is a master list of the people you've worked with, worked for, partnered with, mentors, or those you've mentored, that you would love to work with again at some point in your life.

They are great performers, bright, self-motivated people. They have an incredible work ethic, get things done, and want to be a part of something special. Do anything to work with them.

If you're in a career field where this isn't going to happen, then get involved with these people in a civic or charity activity. If you want to do great things, surround yourself with great people. Just being around folks like that makes you better, and will get you flat-out excited.

Next, if you're looking for a change of job, whether that's staying at your current employer or leaving, pick a boss you really want to work with. This is where you'll really grow. Make a list of the five bosses you'd give anything to work for, at your place or elsewhere, and see where this takes you.

Number three. You learn the most when faced with adversity. Too many people run from this. Stand up and fight. Remember, pressure makes diamonds. Go through the difficulty, learn what there is to learn, and master the situation. Don't just end up at the finish line, blow right through it at high speed. Then, document the whole episode so others can learn from it.

Four. Write the best, clearest, and shortest emails. When writing an email, write the whole thing and then go back and cut any excess wording. If you practice this your emails will be shorter, more on point and clearer.

One more thing on email. Never send one when your emotions are running high. If you're agitated, write the email and then move on to the next thing on your list. Come back to it an hour or two later and see how you feel about what you wrote.

Here's the safety valve...don't put the person's email address in or delete it if you're responding to an email. That way, if you hit the send button, it doesn't matter.

Five. Invest in relationships. Don't ask for things constantly. Focus on the needs of others and find ways to help them get what they want. Most of the time, when you need something they'll jump on the opportunity to help you.

And the last item on the buffet for today, pick a charity to support. You can be involved with as many as you like of course, but choose one you really believe in and put additional focus on it. Donate what you can, help them raise funds, and give your time. Learn their mission inside and out.

That's today's buffet. I hope you find something tasty in there that you can use.

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

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