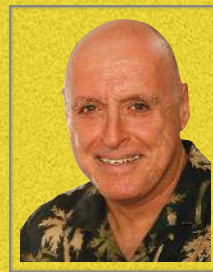


# THE EXTRA POINT

BY JERRY ROBERTS



## # 206 Creating a New Normal

How do you feel about the word “normal”? Are you okay with it? If I addressed you as being a normal person, how would you take it? Would you be rejoicing, relieved, reflective, or perhaps rejective? Yes, it’s a real word — but it’s not one that we normally use. Buckle up, we’re going to change the way you think about “normal,” today, on The Extra Point.

When we talk about being normal we’re really thinking about usual, predictable, comfortable, operating within a set of generally acceptable standards. Some people would say limitations because we accept those standards as being a good thing and even if we can exceed them, we often don’t. Or people tell us we can’t do something and we accept that.

Now all this may sound a little wacky if you’re hearing it for the first time, but our subconscious mind buys in and makes that our new normal. Our subconscious determines 95% percent of our behavior. Ninety-five percent.

Are you happy with your career, your health, your relationships, your peer group, and the future if you stay with what’s now normal? Would you like to upgrade your “normal”?

Dan Sullivan, the founder of Strategic Coach, has four very simple and powerful questions we can ask ourselves. With some slight modifications to simplify things. Here goes:

1. In the last 90 days what achievements are you most proud of?
2. Which areas of focus and progress are giving you the greatest confidence?
3. What new things get you the most excited?
4. List five new “jumps” forward you can decide on that will make your next 90 days a big success, regardless of what else happens.

There are a lot of clues in there about the kind of changes we’ll need to make if we want to exceed our current limitations. By the way, you can download all this from Guam Training Dot Com, click on transcript # 206.

Something else. When we’re lacking recent progress we’re more apt to live in the past to make us feel more valuable. We change that by extending ourselves beyond our limits, which we spoke of recently, using the “Power of Just.” Just one more rep, one more mile, one more book, one more project. Just one more. When was the last time you pushed past your limitations?

Experts say 80% of the things we’re currently doing are keeping us where we currently are. Only a handful of things we’re now doing will move us forward. Let me say it another way you may have heard before...what got us here isn’t what will get us to where we want to go.

A growing segment of folks believe that we need to set a new normal every 90 days. In Japan they speak of “kaizen,” or continuous improvement.

It’s okay, we’re already wired for progress. We just have to stop derailing that progress by replacing “can’t” with “can,” then “will,” and pretty soon, “did.”

We’ll jump into part two of this conversation, tomorrow

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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