

THE EXTRA POINT

BY JERRY ROBERTS



225 Getting Ready for Big Things in 2020

2020 is almost here and I want you to be in position to take advantage of any and all opportunities that come your way. I'm Jerry Roberts and let's get you ready for it, next on The Extra Point.

What was the first thing that flashed across your mind when I mentioned 2020 was close at hand?

- That I lost track of what year it is and what I really meant was 2019?
- "Come on Jerry, I have a whole year to think about that — let me get my head around the year to come."
- "That's right, I need to think ahead. Maybe something he's going to say will give me a head start on my competitors."

If you're in your dream job or business and you've got it made, then this Extra Point might not be for you, but could be for a relative, friend, or someone you work with. For everybody else — the other 97.5%, let's see if I can give you a track to run on to make 2019 a setup year for a terrific 2020.

First of all, this isn't necessarily about leaving your current employer. What we're talking about today includes getting that current employer excited about you all over again. Here's what you need to do.

1. Take on additional responsibilities. It's a great way to publicly show that you add value to your employer, beyond your job description and what they've been paying you for. If you don't want to do more, why should anyone consider you for a higher position? Does that make sense? And if you're wondering what kind of "more" I'm talking about, think about special projects, or helping somebody else out who is struggling. The best thing of all is to take on tasks that are performed by people in

more senior roles. Learn what they are and how to do them. Then, when you get a chance and you deliver, what do you look like? Yeah, like a person who is promotable.

Climb outside of your comfort zone and make yourself familiar with the workload carried by your boss and maybe his/her boss. Is there something they'd be happy to unload? Ask... and keep asking. Show people you want more.

2. Stay up to date with the technology in your industry. I'm not saying you need certifications in all of it, but have a good feel for how it works and where it's headed. Be able to talk intelligently about your tech. That might require taking an online course or reading extensively to get up to speed.

3. Be able to explain your performance in terms of results. Show facts and figures; "increased sales by 39% from previous year"... "reduced expenses by 22%"... "increased uptime to 99.7%"... "achieved the highest customer service scores in the company's history", etc.

This works if you're in the private sector or government. Network tirelessly and meet as many people as possible who either make hiring decisions or influence them.

Do more, know your tech, be results oriented. 2020 is 366 days away. The kind of year it will be for you may well be determined by your actions in 2019 — and that starts right now.

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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