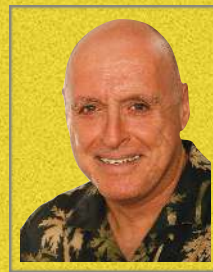


THE EXTRA POINT

BY JERRY ROBERTS



236 “Ancient Laws” – Am I Obeying Them?

The article spoke of “ancient laws” and the importance of following them if I wanted to be a success. Not wanting to break any laws, let alone those of our esteemed predecessors, I read on. I’m Jerry Roberts, what I learned and how it can benefit you is next, on The Extra Point.

Ancient laws are not like today’s laws. Let me give you an example. In Guam it is legal for up to six motorists to turn left on a red light at any intersection, especially during high traffic times. If you’re the seventh, then you have broken the law and must turn yourself in. No, I’m kidding. Don’t do that. Don’t turn on red lights. Please.

Ancient laws have more to do with philosophy and handling the fundamentals of life; such as relationships, performance, success, and our health. Ancient laws are about observing truths that have stood the test of time. If we follow them we’ll benefit, and if we break them we’ll likely suffer for it.

We’re wise not to seek shortcuts in following the fundamentals, or to try to beat the process altogether. A few weeks ago we examined *The Laws of Human Nature* by Robert Greene, and when we go against human nature in our dealings — whether in personal relationships or business — there’s usually a price to pay. And today, fewer people are interested in doing the basics and taking the slow and steady path to success...they want it all and they want it now.

The first ancient law listed was to Admit faults. This is pretty simple but so many of us refuse to do it. In the case of politics, not admitting faults is how you get the word “gate” added onto what you messed up. It wasn’t the break-in at the Democratic Headquarters that got Richard Nixon, it was the coverup. This law applies to not just politics, but also to football and some team that is rumored to play up in New England. But I digress. When you make a mistake or do wrong, admit it and apologize.

Don’t hide from the truth. Be accountable and ask for forgiveness. People love to give second chances. It’s that human nature thing.

The second ancient law is to help people. Most of us want to influence others to accomplish whatever our objective is. We want them to help us get where we want to go. Well, what do you think they want? The same thing, maybe? When I train sales teams I tell them to stop pitching how great their product or company is, and to only focus on how the prospect benefits. We need to put their needs before ours and when the other person feels that, it’s the moment we really begin to build influence.

The last of the three ancient laws cited was you can change your circumstances by changing your attitude. If you look for the bad things in business, in your career, or relationships, guess what? You’ll find them. There’s a bunch of negative things swirling around you and me, all the time. The only question is, will I focus on those or take the positives and do what I can to make something out of them? I’ve met people with ten times any misery and sadness I’ve ever experienced, and you wouldn’t have known it because of their honestly cheery attitude. It made me embarrassed over any grumblings I’d ever uttered over my misfortunes.

Admit my faults, put others first, change my attitude. We win by upholding the ancient laws, the laws of human nature, the laws that have always been, and will always be.

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

