

THE EXTRA POINT

BY JERRY ROBERTS



278 Reminding Ourselves of the Basics is Good

Every once in a while we need to get back to basics, the foundational ideas that bring success and happiness at work, and in life. I'm Jerry Roberts and today, we're going to hit on some fundamentals we need to be reminded of. That's coming next, on The Extra Point.

The basics. The fundamentals. The things we learned early on that struck a chord within us and we knew were right. Even so, sometimes we forget. So today, let's reconnect with a few ideas that matter.

1. Our future will be determined in large part by the quality of the information we take in, and the people we spend our time with. Does the majority of the things I read, watch, and listen to have anything to do with what I say my goals are? Do the people I hang out with the most inspire me to be my best. Are they helping me get closer to my destination, or leading me away from it?

2. Am I connected to people whose skills and abilities exceed mine? If not, who am I going to learn from?

3. An extension of number two, pursue a mentor? Yes, I can learn things on my own, but a good mentor can cut down the learning curve and accelerate my career. Find someone you admire and who will enjoy helping you.

4. Every position can be a stepping stone. I may not be working in my dream job but what can I accomplish here that will help me move forward? What skills can I pick up? Is there a big project I can take on?

5. Be helpful to others who are striving for the same success I am. Besides being the right thing to do, by establishing a great relationship now, who knows where that might lead to one day?

6. Question. Would you say that if the person

who signs your paycheck had two options: A) that you're underpaid, or B) that you're overpaid — which would be his/her choice? My goal would always be for my employer to know, beyond any doubt, that I deserve more. My personal preference is that I perform so well that my boss sits up at night, worrying that somebody will offer me more.

7. Improve your listening skills. If you don't do anything else mentioned here, listening better will return benefits for a lifetime.

8. Set big, hairy goals and go after them. Robert Browning's words come to mind, that our reach should always exceed our grasp. If I don't test my limitations, how will I ever know what I'm capable of? Without risk, what level of success can I ever really have?

9. View setbacks as just a part of the process, just a part of your education. These bumps in the road teach us to solve problems, a skill worth every tear, bead of sweat, or anguished scream it takes to acquire it.

10. Be grateful for what I have and don't worry about what anyone else has. That's their life, their journey, their business. It has nothing to do with me.

A short list of fundamental things you and I know, and occasionally, we just need to be reminded.

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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