

THE EXTRA POINT

BY JERRY ROBERTS



328 Want to Do More? This is For You.

Not everybody wants to take the next step in their career. A lot of people are happy to stay right where they are. This episode is not for them. I'm Jerry Roberts and today, because you do want more, I'm going to give you a five-step plan to make that happen. It's coming next, on The Extra Point.

Some people say you can't make money and live a good life unless you own your own business. That's baloney. I know a lot of people who work for somebody else, make high five or six figures, have a nice home, and are solid financially. While they work more than 40 hours a week, they have more time to enjoy life than their entrepreneurial counterparts who are pushing 60-70 hours or more, totally dialed in to every aspect of the company, maybe sweating if they'll make the next payroll. You can do well working for others, but you have to show your stuff. That means investing time and effort into your own career. Are you ready? Here's five ways to do that.

1. Get on the boss's radar screen. Tell him/her you're ready to take on more, that you'd like to move up in the company. Share your career goals and ask if they'll support that by giving you projects or extra work so you can expand your skills and show your value. If it's me I'd have already scoped out a few possible projects around the company, just in case the boss comes up blank.

What if your manager has no interest in helping you get more involved. Then I'd ask my boss's boss. If you work in a company of 20 people or more, there ought to be some unfinished or unstarted projects ready for you to take on.

2. Help co-workers. Lend a hand where you can. You don't want to do somebody else's job, but becoming a go-to person who is always willing to pitch in is a good thing. Just make sure your own work doesn't suffer because you're helping others.

3. Become an expert. If you are seen as the top person in a particular area, this sets you apart from the crowd. What part of your industry is critical, evolving, and will be important for the long haul? Learn everything you can about it. Set up a Google Alert on your industry, or more specifically, this important aspect of your business, and you'll get news and trends sent to your email inbox daily.

4. Network and enlist mentors. You'll want to get to know key players in your industry. This includes vendors, customers, and yes, your competitors. If you're young and don't feel comfortable trying to hang with senior leaders, then connect with the up-and-comers like you. As for mentors, a great source are retirees. They have walked the path ahead of you and will likely be thrilled to share wisdom for the price of a free lunch. As well, schedule short and regular meetings with your boss and turn them into a mentor. If your boss is not the CEO of the company, then go for the top. He or she will definitely be interested in developing new talent. Invite them to lunch and take a journal or yellow pad with you to write down their ideas.

5. You own your career. Read books and take courses that will broaden your knowledge and perspective. Keep pushing to do more. Most people will be happy to just watch you do that. You'll be amazed that as you grow the field sort of things out. While you may have strong competitors at the top for high level jobs, there may not be as many as you think. Fewer people really want to go the extra mile...like you will.

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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