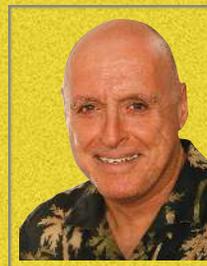


THE EXTRA POINT

BY JERRY ROBERTS



344 The One Quality Successful People Have

It's said by some to be the one quality all truly successful people have. I'm Jerry Roberts and today we look at how to break through to where we want to be. That's next, on The Extra Point.

There are lots of habits successful people possess that the masses don't. We've listed many of them in various episodes of The Extra Point. For our purposes today, I'll sum it up this way: successful people make different choices than most others, and they optimize their time. They see time as the ultimate resource, one which is much more valuable than money.

There is, however, one habit, one element, that stands out. One thing that successful people do that less successful people do not. They seek discomfort.

Does that sound strange? Let me put it another way, they make every effort to break up their comfort zones. Whereas most people crawl up into their zone and get nice and comfy, those who seek success sacrifice their immediate comfort for greater achievement, for a higher challenge, for a bigger payoff.

This applies to one's career growth. Do you feel very comfortable where you are in your career? Is there a chance that being that comfortable is costing you in terms of new opportunities, excitement, more and better relationships, higher income, and a sense of greater achievement? Is that some of what you're giving up for being comfortable? Somebody asked me once if discomfort can be learned. It absolutely can be learned.

Years ago I was going to a gym regularly and had hit a plateau on how much I could lift. I just couldn't do any more. This went on for weeks. My routine was to do three sets of each exercise. There was a guy about my size who was lifting much more than me and I asked him for advice. He told me to forget about sets

and to lift 30% more than my max for a 10-rep set, doing as many reps as I could, and to do that for a couple of months. I was very skeptical and the first time I tried it his way, I wasn't impressed with the results as I didn't get many successful reps in. My muscles caved in after two reps, maybe three or four for some exercises. However, I stuck with it. Two months later when I went back to doing sets, I was amazed that I could do three sets of 10 reps at much higher weights. My discomfort had paid off.

By pushing past barriers you train your mind and body that you can break through, that your level of discomfort will lead to something good in the long run. Soon, your level of discomfort will become comfortable, if you can appreciate what seems to be a contradiction in terms.

This discomfort theory will work on dieting, learning, public speaking, going for career advancement with your current employer or starting a part-time business, what we refer to today as a "side hustle."

The most successful people bust open their comfort zones on a regular basis. They test themselves and they allow for failure, because they understand it to be just another step on the road to scoring their win.

So, today, are you up for a challenge? Are you willing to look at life and career, and to make yourself uncomfortable now, for the opportunity to generate the success you say you want?

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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