

# THE EXTRA POINT

BY JERRY ROBERTS



## # 382 If You're Looking to be Promoted – Part 2

Today, more tips on how to prepare yourself for a promotion. Let's see if we can get you closer to the next rung on your ladder of progress. I'm Jerry Roberts and that's coming next on The Extra Point.

We offered five ways to improve your chances to be promoted yesterday, and here comes number six.

6. Get others promoted. Become known in the organization as someone who gets people ready for success and helps them move up. This is such a unique skill that it makes you stand out. It's okay to be concerned with your own career and opportunities. However, when you put the interests of others ahead of yours, that speaks volumes about you and where your head is at.

Delegate authority and build skills across your team. It's the right thing to do. The added good news is that people will notice. Author John Maxwell says the number one job of a leader is to build more leaders. Make it your number one job, too.

7. Study emotional intelligence. Successful managers are aware of their own emotions as well as those of others, and effectively use those skills in every area of their performance. If you lose control of your emotions on a too frequent basis, this is an area you'll want to work on.

8. How about your reputation among peers? You can file this under, "Do I play well with the other kids?" If you've got a great track record for growth in your department but you've done an equally solid job alienating every other manager in the process, that is likely going to be a roadblock to your advancement. This is especially true if your potential promotion places you over them.

9. Find a good mentor. We've talked about this

before and it's a key advantage for people who are looking to climb higher. Ideally, you'll hook up with a mentor who has actually held the position or level of position you're after. Doing so will give you a glimpse of what it is you're actually letting yourself in for. You can learn how they prepared for promotion and compare notes. There can be incredible value in this.

10. Build relationships in your industry and elsewhere outside of the organization. This is good old networking. Yesterday we spoke about getting to know people throughout your company, and now it's the importance of doing the same in your industry. Get to know your vendors, competitors, and others who are making things happen. Coffees, lunches, being a part of an industry committee can develop relationships that will matter as time passes.

11. Be a lifelong learner. This is about personal growth. Whether it's the pursuit of a degree or another degree, or attending workshops, or just regular reading, having a steady stream of knowledge is a difference maker. Besides work-related info, also study other industries to see if there's something you can learn and apply in your job. Sometimes, you can borrow ideas from others and create big breakthroughs in what you're doing.

Between yesterday and today, that's 11 ways to get yourself ready for a promotion. Grab transcripts # 381 and 382 from our website and try a few of these to see where it leads you. I hope to the promotion 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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