

THE EXTRA POINT

BY JERRY ROBERTS



460 Moving Up in 2020 – Part 2

Are you looking to advance in your career in 2020? Will this be your year to move up the organization? I'm Jerry Roberts and today, we dig a little deeper for more ideas in how to position yourself so good things can happen. That's up next on The Extra Point.

Did you miss yesterday's Extra Point? If so, we had the first five tips on how to get ahead in the new year. You can grab that at guamtraining.com. Today, I have five more. You've heard the first one before if you've been with us for a while.

6. Get a coach or mentor. It can be your boss, your boss's boss, the CEO of the company, a retired executive from your industry, from another industry, or anybody you feel can add some value to your life and career by transferring some of their hard-earned knowledge. As John Maxwell likes to say, you want to find someone faster, bigger, smarter — someone who can challenge you and help you take the next step in your development.

7. Talk to your HR manager and find out what the 2020 training and development opportunities will be, and when. Make a note of each you'd like to be a part of, then ask that you be included, and keep asking. Let that HR person know you'd like to take a step forward to accept greater responsibility. That will give them one more reason to consider you for the training. One more thing, each time they do send you to one, report back to the person who approved it and let them know what you learned and how you plan to use it.

Almost nobody does this so you'll look great by comparison. You'll be seen as proactive, a bigtime take charge person. Those are the ones who companies want to spend money on because they know they'll get a good return on their investment.

8. Get to know as many people as possible in

the organization. Learn what they do and how it relates to your job. Make friends and develop relationships. When you take a break, instead of taking it in your department, take it in someone else's.

9. Do the little things. Yesterday we spoke about taking ownership and acting like you own the place. I'm talking about accepting responsibility and being a good example for others. If you see something wrong and you can handle it, do so. If not, find somebody who can.

Pick up trash in the parking lot that everybody else is walking past. Answer the phone others are ignoring. Volunteer for an assignment nobody wants, and make it a winner.

10. Seek to understand, identify, and contribute in some way to the solving of your employer's biggest problems. Being a problem solver is one of the strongest attributes you can have, and your reputation in the organization will grow.

If you don't have much experience in this now, start in your own department. Don't have any idea what the problems are? ask somebody.

Are the wheels starting to turn? Are you starting to get ideas on how you can make some simple changes which could yield big results?

Tomorrow, in our final of three episodes on getting further and doing better in 2020, more ways you can help yourself move up a level.

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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