

THE EXTRA POINT

BY JERRY ROBERTS



470 Adding On to Stephen Covey's "7 Habits"

The late Stephen Covey left us with a masterpiece, *The 7 Habits of Highly Effective People*. I'm Jerry Roberts and today, please indulge me as I respectfully add a few habits to that list. It's next on The Extra Point.

Stephen Covey was a genius at simplifying complex ideas into easily understood and easily implemented strategies and tactics. We'll run through the seven habits and then I'll tack on a few for your consideration.

1. Be proactive. That means we take responsibility for our own behavior. We don't need our supervisor to keep track of us and move us to the next task. We go looking for what needs to be done.
2. Begin with the end in mind. Have a clear vision of what our objective is, then create the path and the individual steps to get us there.
3. Put first things first. This was Covey's gift to time optimization. We need to focus on the important tasks and duties in our day, but not necessarily those things that are urgent. The reason here is that not everything that seems urgent is important. It takes a while to get this one but it's a real difference maker.
4. Think win-win. Few of us really understand what that means.
5. Seek first to understand. Listen intently to others, trying to fully grasp the other person's thoughts, needs, desires, and problems. That gives us a better chance to help solve them.
6. Synergize. Covey saw the whole as being greater than the sum of its parts.
7. Sharpen the saw. That was his term for continuous improvement.

How do you add on to a book that wowed the world? The "7 Habits" has sold millions and

millions of copies and has been translated into dozens of languages.

First, he followed up this book with another, entitled *The 8th Habit*, giving the message that finding your voice and inspiring others to find theirs is the next level. That interdependence is more important than independence.

My first add-on goes in the same direction and plays off on #7, sharpen the saw. What I stress in my training is the value of sharpening one's saw, then using those skills to help sharpen those of others. We may never know the difference we make, but helping someone create a small improvement may be the key to launching a great career. I'll call that habit #9.

10. Be a lifelong learner and encourage those around us to do the same.

11. Teach the generations that are following. We invested a lot of years to learn what we know. It's true they won't always sit still to listen so we'll have to carefully choose our moments, but it's important to share.

12. Live with enthusiasm and optimism. Is it hard to do sometimes? Yes. Life can beat us down and make us see nothing but negativity and gloom ahead. We need to have faith and hope that it's all for a greater purpose, and that tomorrow will be better than today. With that faith and hope we get up, strap on our dreams again, and get after the new day. I think Stephen Covey would have agreed.

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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