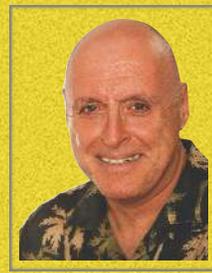


# THE EXTRA POINT

BY JERRY ROBERTS



## # 550 One of the Most Dangerous Times for Any Leader

I've been told that it's a truly dangerous time for a leader, where he/she is capable of making significant mistakes. I'm Jerry Roberts and today, we'll try to explain this potential for big problems, next on The Extra Point.

A pretty smart man once gave me some solid advice on how clinging to ideas can lead to trouble. I don't know that I've ever written or spoken about this, but it came to me last night and I believe it's timely.

His name was Peter and I knew him a long time ago. He'd owned a dozen companies, made and lost millions, and ended up fairly comfortable in his retirement.

While Peter generalized about his business successes, he usually had far more details when he spoke about his failures. He could tell you exactly when a deal went bad, and what mistakes he made along the way.

One day he asked me about my career plans and I mentioned I wanted to be involved in making movies, maybe eventually becoming a producer or director. He said he knew people in that line of work and that egos often ran completely out of control, and sometimes doomed a project.

Peter told me that some producers and directors had the reputation of being hard headed when it came to their ideas. They wouldn't listen to others. Anybody who offered any countering thoughts or proposals were seen as just wrong, or worse, as an enemy.

Over many years I've seen this in business as well as politics. A leader takes a position and faces disagreement. Instead of seeking input in order to come up with solutions that might be better, they double-down on their idea and hold fast. I'll admit I've done it and maybe you have, too. Once in a while it works out, but let's be honest — often it doesn't.

I know of no CEO, no business owner, no military commander, and no elected leader, who has all the answers.

The best leaders always look to get as much quality input from the members of their team as they can, and then sort things out to arrive at the best possible decision.

In 1994, I witnessed something unique that is worth talking about now. Carl Gutierrez, elected to his first term as governor and facing severe financial problems, reached out to a wide range of people — mostly in the private sector — to form a committee to come up with a direction for Guam to move forward. He once told me that most of those people had not voted for him and he knew it. Still, he brought a team of people together, Republicans and Democrats alike, who worked well together and Guam's economy improved.

Maybe it's time to dust off that model. While we look to successful communities elsewhere who are getting a handle on COVID-19, how about forming a broad coalition of government and private sector interests, with large and small businesses included, to discuss all aspects of how we as a community deal with the current crisis. By encouraging more ideas, maybe we'll end up with strategies that eliminate the anger and divisiveness we're beginning to see.

This virus will impact Guam for a lot longer than most people realize. Let's find ways to work with each other for the benefit of all.

That's The Extra Point. Stay home and make something good happen today. For 93.3 and the Ray Gibson Show, I'm Jerry Roberts.

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