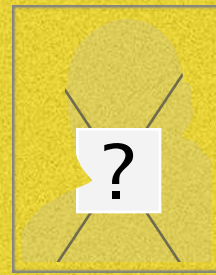


THE EXTRA POINT

BY JERRY ROBERTS



603 Four More Great Quotations

I found four powerful quotations to get your week started. Ideas to inspire. I'm Jerry Roberts and that's up next on The Extra Point.

I'm a big fan of quotations that make me want to change my life and do better. I came across four that fit the bill. Here we go.

1. *"Search others for their virtues, thyself for thy vices."* — Benjamin Franklin. Some of us are lightning quick in our condemnation of others, while we fail to recognize our own shortcomings, which are often worse.

In the Bible, Matthew chapter 7, verse 5, it reads: "Hypocrite! First get rid of the log in your own eye; then you will see well enough to deal with the speck in your friend's eye."

If we look at others and think of their best qualities — and treat them accordingly — could that make positive difference in the quality of our relationships? And if we look at ourselves with a focus on getting rid of negativity, what might that do for our effectiveness?

2. *"You never know who's swimming naked until the tide goes out."* — Warren Buffett
This is really two thoughts rolled into one. It's not good to judge a book by its cover, and we really don't understand the journey of others.

The person with the big house may be facing the loss of his/her business. The one whose life looks so perfect may be fighting a terrible illness or about to lose a family member. Be aware that a lot of people never share their troubles with anybody outside of their family.

3. *"Tell me to what you pay attention and I will tell you who you are."* — Jose Ortega y Gasset
One of the great stoic philosophers once said, "If you live with a lame man, soon enough you will walk with a limp."

The late Jim Rohn offered this: "You are the

average of the five people you spend the most time with." It's all the same idea. If you spend all your time learning how to cook, you'll become a good cook.

If you spend most of your time, day and night, arguing over politics with people on Facebook — often complete strangers — well, you can figure that one out.

4. *"Every man I meet is my master in some point, and in that I learn of him."* — Ralph Waldo Emerson. Everyone is better than you and me at something.

You and I have talents that any of the world's most wealthy, intelligent, celebrated, and influential people don't have. There are things you could teach me and things I could teach you.

I've had exercises in some of my training courses where everybody writes down three to five specific skills and talents they possess. Then we share them with the group and the reactions have been eye-opening and great fun. People they never would have suspected, shared a skill or interest with them.

New and better relationships and friendships developed out of this exercise once people knew they had something in common with someone else.

Another thing. If I can get my head around this idea, I'll likely be just a little more open to hearing your thoughts on improving the organization, or our department.

(Con't.)

Those are four great quotes and here's a bonus for you. *"You're off to Great Places! Today is your day! Your mountain is waiting, So...get on your way!"* – Did you recognize the words of Dr. Seuss? There's a mountain waiting for you to climb it. Get after it.

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

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For information on training and consulting services from Jerry Roberts, please click this link: guamtraining.com

