

# THE EXTRA POINT

BY JERRY ROBERTS



## # 624 Got Wisdom? It's Time to Share it

Are you ready for an exercise in mentorship? We're going to help some people today. I'm Jerry Roberts and that's next, on The Extra Point.

If I was to ask you to list up to five people you've learned from in your life, and the lessons they've taught you have been so valuable that they should be shared with others, could you name those people? If you can, do it. Put those names into your head or down on paper, if you can.

I've learned from a lot of people. A couple of my bosses, authors, experts in various walks of life, people I've known here in Guam, where I've spent the majority of my years. Little things I've read or heard have stayed with me and I share them here with you. While you're thinking of yours I'll give you a few of mine.

1. Big Ed, my first real boss. He said, "When you take on a job, look for ways to make it yours." His rule was that I could do it any way I wanted but I had to be accountable for the results. What he wanted was for me to try to improve the job.

He told me that if I did every job just the way someone told me to do it, there was no chance I'd ever figure a way to make it better. That was the key learning point.

2. My mom, and I used this example in the last couple of days. She said: "It's okay to disagree, just don't be disagreeable." Make it about the thing you're disagreeing over, not about the person. Why make an enemy? You and that person could do great things together some day, but it likely wasn't going to happen if you treat them badly.

3. Stephen Covey, author of the 7 Habits of Highly Effective People. I met him at a leadership event over 20 years ago. He said something that totally changed the way I

looked at conflict. He said: "Seek first to understand, then be understood." I was geared to make my point and then defend it.

Covey taught how effective it is to first get to know the other person's position and be able to explain it.

4. Business legend Mark Pangilinan, who had a thriving mini-conglomerate in Guam for decades and still has significant investments. I was part of a group working on a fund raising project for typhoon victims in the Philippines and we were locked up in disagreement over how to proceed.

We worried that we didn't have all the talent needed to move forward. This man, sitting in a corner, had said nothing during the meeting. I was new to Guam and didn't know him.

As we were getting nowhere, he stood up, and the room immediately went silent. He said just a few words and then left. The words? "Sell what you have, not what you don't have." Translated, it was never going to be perfect and we were losing time. We should add up our key points and promote them, not worry about which singer wasn't going to perform. Just figure out what you had going for yourself and sell that with all the energy you had. We did, and the event was successful. Sell what you have because somebody will buy it.

5. One more. Her name, Adriana Caselotti, won't be familiar but you've probably heard her voice. She was the voice of Snow White in the Disney movie, Snow White and the Seven Dwarfs. I interviewed her on the radio and in her mid-60s she still sounded just like she had when she worked on the movie.

She told me the thing that kept her youthful was that she was hopeful.

(Con't.)

She always believed that tomorrow would be better than today. I never forgot that and I, too, feel that way. No matter how today went, I've got a reason to get out of bed tomorrow.

These are just a sprinkling of the things I've learned from people. There are thousands of tidbits I could share I'm sure, and I'm sure you can, too. Now, here's what I want you to do.

I want you to think of people who have left some top flight wisdom with you. Get those names on paper or in a document on your computer or phone. Then, the chunk of wisdom you'd like to share. Finally, the name of the person or people you'd like to share the ideas with.

If you're a bit nervous you can lead in like this: "You know, I've been thinking about you and something somebody I highly respect once said, came to mind. Can I tell you?" When they say yes, just do it.

Share that wisdom. Plant those seeds. You might not be around when the harvest comes, but they'll remember what you said and how they felt. Your thoughts and your mentor's thoughts will live on into the future and be passed on. That's what we're supposed to do. Start sharing what you know. Start today.

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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