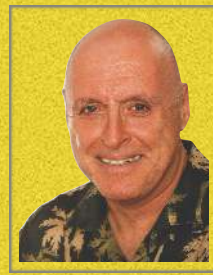


# THE EXTRA POINT

BY JERRY ROBERTS



## # 625 It's Never Too Late and You're Never Too Old

Have you ever heard someone say they can't do something because they're too old? I'm Jerry Roberts and let's chat about that next, on The Extra Point.

I caught a post on Facebook the other day, a guy talking about his grandfather just sitting around the house and doing nothing, complaining how retirement was horrible. The guy said, "Hey gramps, why don't you go out and get a part-time job so you have something to do?" The answer he got back was "Nobody's gonna hire me at my age." Conversation over.

I immediately flashed back to the time I was living in California, after leaving Guam in the 1980s.

I was working at a radio network, usually nights, and would exercise early in the morning. It was generally a combination walk and jog to the big grocery store a couple miles away, and then a walk back with the stuff I'd bought. I did this 2-3 times a week, but not on Saturday or Sunday, when I gave my body a rest.

There was this older fella out walking his dog on the same route I took to the store, and he always came from the opposite direction. One day we started to talk and he said he'd take the dog back home and offered to buy me a cup of coffee at a place a couple blocks away.

His name was Harvey and over coffee, he told me was 75 and he'd been in sales since before he got into his teens. He'd sold cars, aluminum siding, landscaping, real estate time shares, and more.

He'd owned a company that sold medical equipment and had cashed out at age 70 to a couple of employees. He said they were a pain in the backside and the best way to get back at them was to sell them his company. Then he claimed it was the biggest mistake he'd

ever made because he'd been bored out of his skull for the last five years.

He tried golf and hated it. He'd volunteered here and there and it was good, but not the same as working every day.

Harvey wasn't wealthy but he was okay financially. He just couldn't enjoy his retirement. You could see it in his eyes, he just wasn't having a good time. I suggested to him that he find a job he would like and work a few days a week.

His response surprised me. "Naw, I'm too old. There are kids out there who will work for half what I'd want to get paid. Why would they hire me when they can have somebody with more energy and you can pay them less?"

We had this kind of conversation 4-5 times. It was always the same. Harvey talked about his kids, his aches and pains, and it was fine until the subject of business came up. Then it was all negative. He didn't want to start a little business to keep himself busy. Nobody would hire him because of his age. It never changed.

I went out of town for a few days to see my dad, who would usually be like Harvey, complaining of one thing or another. When I got back I figured I'd bump into my friend on the walking path but he was no longer out there with the dog, at least not when I was walking.

Two, maybe three months went by, and then on a cold Sunday morning I got up and felt I just needed to get outside and move. So I started walking and again bumped into Harvey with his dog. I said, "Hey, where you been? I haven't seen you in ages." He told me he had to give up the morning exercise during the week. Now, he'd get out once in a while on the weekend.

(Con't.)

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I first thought maybe something was wrong with his health but he said no, that the reason was that he had finally taken my advice and gone out and got a job. You could hear the excitement in his voice and how animated he was.

He said he'd learned about a new medical equipment company opening up about a 30-minute drive away, and they needed sales people.

He walked in, told them he had once owned one of their competitors, and they hired him on the spot.

Harvey said he didn't have the headaches of running a company, he could just sell. In three months he had become the leading salesperson on the team and he was having the time of his life.

Harvey wasn't too old, but his thinking had become old. What a huge change took place when he landed a job. It re-energized him.

I've said before that I'll work for as long as anybody thinks I can help them. I'm going to have a kid in college in a few years so yeah, I'm going to keep working. The reality is, and I've said it before, I know that I'd be a lousy retiree.

I like working too much and I'm not sure I'd ever find anything to take its place. I love to share ideas and help people and organizations grow. I don't want to stop.

So, if you know someone like Harvey, or if you're now retired and missing your working days, or if you're getting close to the end of your career, just realize that there is a working tomorrow if someone wants there to be one.

If I'm talking directly to the seasoned worker, hear me well. You've got knowledge that is worth paying for. You have the wisdom and maturity earned over a lifetime. You've seen it all and you won't panic at the first sign of trouble. And if you can still add some energy to all that, you're a good choice to bring on board.

It's never too late. You're never too old. There's always someone who needs what you have to offer.

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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