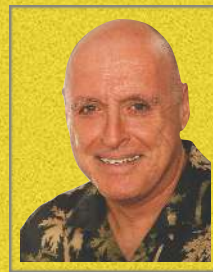


THE EXTRA POINT

BY JERRY ROBERTS



685 The 12 Rules of Life – Part 1

What does a lobster's body language have to do with your success? I'm Jerry Roberts and today, you might want to straighten up a bit as we get to that, on The Extra Point.

Jordan Peterson, an author, looks at the world just a little bit differently than most people. Besides writing books that have done well, he's been successful in a hobby, answering questions on a website named Quora. People post questions and people like Peterson provide answers. The good answers get upvoted, which is a digital "attaboy" or "attagirl."

On one occasion, Peterson tried to answer the question, "What are the most valuable things everyone should know?" His response included 40 rules, and it was very popular. Peterson thought to himself, "Hey, how else can I use this information I put together?"

His answer to that was a book, *The 12 Rules of Life*, which was mainly aimed at teenagers and younger adults who are trying to figure out their path. Let's see what we can learn from it.

Rule 1: Stand Up Straight with Your Shoulders Back. Peterson mentions that the basic chemistry of a lobster's brain is not that different from the chemistry of a human brain. It seems, after a fight, the lobster that lost has a different brain chemistry from the lobster that won. This is reflected in their posture, or body language. The loser "slouches." What, you never saw a lobster slouch? You gotta pay closer attention.

It has to do with the ratio of serotonin and octopamine, two brain chemicals. The more serotonin you have makes you stand up straight and charges you with confidence. If you have more octopamine, you slouch. It works the same way with lobsters.

When we stand up straight and thrust our shoulders back, the serotonin starts to flow, and we can influence our brain chemistry.

So, stop that slouching, quit that drooping. Perk up! Walk tall and look straight ahead. Show people at work that you're supremely confident in your abilities. Encourage the serotonin to flow plentifully through you, bringing its positive influence.

When I train managers, one of the early conversations we have is on just this kind of thing. Managers want to be seen as confident, and putting a spring in your step helps, as does positive body language.

You see, when you walk with confidence, and you talk with confidence, the people you lead will get the idea that you are a person of... yes...confidence. What does that do for them? It makes them more confident. It gives them the impression that everything is okay, and you're in control.

That means they don't have to worry about things they shouldn't have to worry about, and might not understand anyway, but could make them worry if they see you slouch — and look like you lack confidence.

If they have confidence, all they have to worry about is doing their job, and that's good for everybody.

From Jordan Peterson's *The 12 Rules of Life*, we've learned today that there's more to lobsters than just dipping them in butter.

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.

###

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

THE POINT
93.3 FM / 1350 AM / 104.3 FM HD-3

GUAM  TRAINING

Listen to The Extra Point at 7:20 a.m. on The Ray Gibson Show — 93.3 fm ThePoint.gu