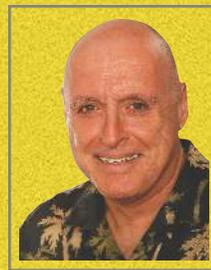


THE EXTRA POINT

BY JERRY ROBERTS



716 Seven People You Want in Your Corner

Today is for people who want to get ahead in their career, to improve and accomplish things. People who want to be the best they can be. I'm Jerry Roberts and if you're one of those people, or that describes someone you work with, or live with, this should perk your ears up. It's coming up next, on The Extra Point.

People who want to get ahead do well to have people around them who serve different roles, and offer unique perspectives that otherwise may not be available. If you or someone you know is following a path toward achievement, it can be a big help to have the right people in your group, with the right combination of views.

Forbes magazine recently came out with an article that listed six such people that achievers need to hear from on a regular basis. I think the author missed one, so I tacked it on. Thus, here are the seven people we need in our corner.

1. The Critic. This colleague sees when the glass is half-empty. They point out what's not working and what needs improvement. I certainly want to know all the great things we're doing and the progress we're making, but I also need to know where we're falling short — and I need to know it in real time. Tell me now so I can make changes. I want you to love what I do, but if you don't, I absolutely want and need to know, and to know why.

2. The Cheerleader. This person brings the encouragement. They tell you they like what you do, and spread the positivity. I'm blessed to have a number of people who regularly do that for me on the Facebook feed, here on the Point's page. I try to get in here and thank people, because they don't have to do it. It's a gift. I see it that way, and I appreciate it.

3. The Foil. This is your opposite, and their contribution is unique. If you're an introvert, they're the extrovert. If you're someone who

plans out every detail, they're spontaneous. You love big ideas, maybe even what we've called big, hairy ideas, while they love nothing better than coming up with excruciating detail. You need someone like this, because they'll force you to think in ways you're not used to.

4. The Safe-Haven Colleague. You can say anything to this individual, and they'll be okay with it. If you need to get something off your chest, that's fine with them. They accept you for who you are, without qualification.

5. The Lifer. This one has been with you, since ever since. You've got history together. They knew you "when," as in way back when, and they've been there, with you and for you. They've likely seen you in good times, and other times, and this is an important relationship.

6. The Distance Colleague. You might know this person from a professional organization, civic group, or someone you've worked with on an island project. They aren't in your close circle, so they're not influenced by a long-standing relationship, or perhaps others who are closer to you. They are a critical thinker and see you — as the name implies — from a distance.

7. The last one, the one that I added to the list from the Forbes article, is just as important as the others. This is The Fresh Eyes. This would be someone you haven't known for a long period of time.

The reason for having this person's opinion is that they might see things that others no longer see. The other people are used to you, your mannerisms, positions, style, and personality. All of that is new to the one with "fresh eyes." They may tell you things about yourself that no one else can.

(Con't.)

Seven people you want in your life, and to maintain relationships with. They all offer perspectives and opinions that can make a big difference for you and me, in our life and career.

Download Extra Point #716 at guamtraining.com and figure out who would fill the role for each of these. Invite them to contribute, and look for ways to add value for them, as well.

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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