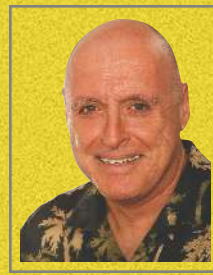


THE EXTRA POINT

BY JERRY ROBERTS



718 Moving Up in 2021 (Retrospective) — Part 1

About a year ago, with the exciting prospects of a brand new year just around the corner, I wrote about things I wanted to do and felt everybody should strive to do. I'm Jerry Roberts and with 2020 about ready to take its place in the rearview mirror, I want to revisit the list and see how I feel about those objectives. We'll head down that path next, on The Extra Point.

It was just about a year ago that I wrote a series of Extra Points, with the perspective of someone who was looking to move up, to get further and do better. What were some things you could do to increase your chances?

Not difficult things, mind you, but simple things to add to your image in the organization. Things, that if done right and done consistently, could lead to some doors opening for you.

Regardless of how you feel about 2020 and the pandemic that has changed the life of everyone on the planet, we're getting ready to turn the page into 2021, and there is reason to hope life is better in the new year, if the virus is better controlled and economies rebuild.

For this particular conversation, we'll stay away from the murky politics involved and assume all goes as well as can be expected; that restrictions are lifted, and we focus on moving forward.

The goal is about rebranding yourself as a doer, thinker, problem solver, team player, and major asset to your employer. It works if you're a manager and it works if you're the newest entry-level hire in the organization.

1. Give big time value to your job. More than ever, employers need people to step up and deliver. It's not just your employer, but also the coworker next to you.

An organization is like a vessel, large or small, navigating its way through economic waters. If

the captain of the ship has charted the right course, and if everybody on board does their best, the chances of arriving at the desired port are improved.

The key to remember is that we're all onboard, and if the ship goes down, we all go down with it. What you do, what I do, what the person across from us does, today and every day, matters to the overall health and well-being of everyone riding out the voyage.

2. Be enthusiastic. It's contagious. So is negativity. Without knowing what was coming our way, I wrote this line: "Choose your virus well and be a carrier — every day." Positivity and negativity are as much viruses as is the coronavirus, but there is one huge difference. Nobody is asymptomatic. You don't need to jam a swab up somebody's nose to guess whether somebody has it or not. It's plain to see in their attitude.

Think of the people around you. Which virus do they show symptoms of? Who has the negativity virus, talking down people in the company, or ideas, and always looking to throw cold water on somebody else's joy? As I'm saying the word "negativity," whose face are you seeing? If I asked the worker next to you the same question, whose face would they be seeing?

Now, who has the positivity virus? Who brightens the day of everybody they meet? Whose face are you seeing now? How would you feel if it was your face your coworkers visualized?

Have you ever seen a workplace that buzzes with positivity? It also buzzes with something else — productivity, because everybody is pulling on the rope in the same direction, at the same time, and the organization prospers.

(Con't.)

It starts at the top with the ultimate leader. If that's you and you're not enthusiastic, why on Earth should anybody else be? Become a super-spreader and infect the rest of the managers. They, in turn, then pass it to every other member of the team.

We're not out of the Covid woods yet. We don't know how successful the vaccines will be. We don't know what surprises politicians have for us. We don't know how close we'll get to a return to lives that were snatched away from each of us in 2020.

I'll tell you this, and you can take it to the bank. As it always has been, our attitude will play a key role in what we are able to ring up in 2021. Be more enthusiastic and eventually, the right people will notice. Your journey, starting now, might lead you to destinations you can't even imagine.

There's more tomorrow, on how to get further and do better in the coming year.

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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