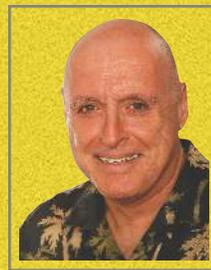


THE EXTRA POINT

BY JERRY ROBERTS



723 Why Can't You be the Greatest of All Time?

He got everybody's attention when he said it, and many people smirked, then ridiculed him, then openly called for someone to forcefully prove him wrong. I'm Jerry Roberts and today, what we can learn from someone who just may have actually been what he said he was. That's next, on The Extra Point.

Whatever you do for a living, has the thought ever crossed your mind that you might be, or someday could be, the best in the world at it?

Blue collar, white collar, no collar — where do you rank among everyone in the world who does the same kind of work you do? Let's go a step farther. Where do you rank in the world among everybody who has ever done that work?

I know you don't know, and I also know it's very likely you've given this topic zero thought, and that's okay. Because, you and I know it would be impossible to prove who is currently the best at what you do, or who the best ever might have been.

Not too many years ago, a young man decided it would be good for business if he claimed he was the best. Not just the best, but the best there ever was.

It caused an uproar, mostly because he had not yet climbed to the top of his profession. So, how could he be the best? Nobody ever said he wasn't good. He was good, and he was different — but the best? No, how could he be that?

He didn't care what people thought about him, so long as they were talking about him. He just kept saying he was the best, and it brought him and his business a lot of attention.

By now, you might have guessed that the man I'm speaking of was Muhammad Ali, heavyweight boxing champion, and the one who loudly told

the world. "I am the greatest." As it turned out, he might have been.

Here's the thing about Ali. He knew that if he was going to make such a bold claim, he had to be ready to back up those words in the ring. That meant he trained extremely hard for his fights, especially early in his career.

Ali was not educated in the classic sense of the term. He graduated high school, 376th out of 391 students. However, he was a genius when it came to two things — boxing, and the art of self-promotion. He became so good at those two qualities, that nobody could ignore him.

He knew that if he could deliver on his claims, the world would have to take notice. So he did everything in his power to improve. He knew that intensely hard work was the price he would have to pay to continue to be the best.

What does this teach us? That, even if there is no global organization to rank jobs like they do boxers, we can practice, and prepare, and build our skills so we can perform at the highest level we're capable of — and that makes us the best that we can be. We want to be the best in the world, so we train like the best in the world.

Now, here's how it comes together. In the mind of someone else — such as a boss, or customer — we are the best.

If I ask you who was the best teacher and the best boss you ever had, do faces come into your mind? Were they the best in the world? It doesn't matter, does it? All you know is they were the best in your world, and that's where you and I can win...if we pay that price.

(Con't.)

THE POINT
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GUAM  TRAINING

There are thousands of people around the world who train in the areas I'm interested in. Where do I rank among them? Don't know and don't care.

What I do care about is that I prepare myself to deliver a level of value that is second to none. If you're in a training course with me, I want you to walk away saying to yourself, "That was the best training I ever had, and I got enormous value from it."

I may not be the best in the world, but I want to be the best in your world.

Last thing. If we truly believe we do deliver the best performance, then we must be the best. Careful now, we have to make sure the ego is set in the right position.

If we believe we are the best, then, like Ali, we'll do what the best do, continually invest study and sweat, to make sure we remain on top.

Can you be the best in the world? I don't know. However, I do know that if you're willing to decide, and if you're willing to commit, and if you're willing to take action, and if you're willing to deliver results, you can be the best in somebody's world.

In 2021, you can do this.

Will you?

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

