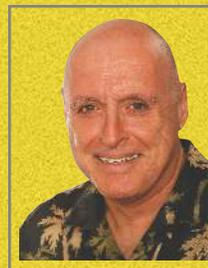


# THE EXTRA POINT

BY JERRY ROBERTS



## # 736 Charting Your Path of Progress

Is it possible to chart your progress in life. Not just how you're doing right now, but to look back and see from where you came. I'm Jerry Roberts, and we're going to give it a go, next, on The Extra Point.

I caught an article the other day that discussed the fact that we all have years of our lives that should be classified as successful, some years that are so-so, and others that are unsuccessful. In fact, in some of those years, we might classify them as a total flop.

Let's talk about singers. Somebody comes out with a great album. Of the dozen songs, three go up the charts. Maybe two reach number one. That's a huge success. The next album is just like it.

They start touring the world, singing their hit songs, drawing big crowds into arenas. They buy a big house and fancy cars. Life is good. Then, they release another album, but this time it only sells half as many units. This would be characterized as that flop we discussed. We don't even want to discuss it.

Singers, actors, and athletes are all in the public eye, and eventually they all have years they wish would never have happened. They soar and then they flop. You know something, it's the same for us. We have good years, maybe great years, and then we also have *other* years, where we fall way short of the success we had become accustomed to.

So, here's the exercise. I did this last night, just to test the validity of the concept. If you want to try what I'm outlining here, download Extra Point # 736 from [guamtraining.com](http://guamtraining.com). When you've got it, here's what I want you to do.

1. Choose a success criteria. This will serve as the basis of the exercise. It could be money earned. You could chart the amount of money you've made at your job or businesses over

the years. Maybe that's gross income, or net, if you like. It could be the number of customers you developed. The number of properties you've sold. How many pet adoptions you arranged. What about how creative you've been? In which years have you been at your creative best? You can choose multiple criteria if you like.

2. Step number two is simple. Let's say you sell real estate. Your first year in the business you sold four properties. The second year it was six, then nine, then 13, 15, six, eight, and so on. When you get done, you have this chart that goes up, up, then slightly down, up again, down, up, and so on. From the start of your career, you can chart your progress.

3. Maybe you'll list trainings and certifications you earned along the way, and connect those to your upswings. You can also note circumstances for the years when your numbers fell off.

Why do this? Most of us are busy living life, and we forget our past, and our progress. While our past isn't always an indicator of what our future will be, it does give us a chance to look back and see how we grow, when we grow, what precedes that growth, and what impedes or blocks our growth.

As I mentioned, I ran a couple of rough charts last night. One was based on my overall creativity. In my working life, from the time I entered radio until now, what has my productive output been like?

This would include radio shows, producing trade and consumer shows, publishing magazines, creating training courses and events, and the writing and voicing of commentaries in the media.

(Con't.)

Another was on financial growth from those activities. I ran the chart for four decades and it brought back a lot of memories, including things I'd long ago forgotten.

There were some excellent years, many "good" ones, some in the mediocre or average category, a few hit in the slightly negative, and a few more were just not good at all.

Understand that all this is totally subjective. You set the criteria and you give yourself a grade. How you can use this is to see what you're doing in the good years, and maybe what you're not doing in the lean years. If nothing else, it's fun to look back to get an idea of the path you've followed.

Put a chart or two together and tell me what you figure out.

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](http://guamtraining.com)

