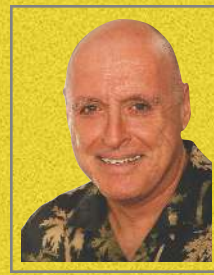


# THE EXTRA POINT

BY JERRY ROBERTS



## # 754 One Way to Progress in Your Job and Career

The one thing you can do today to improve your career...the one thing...I know what will advance your career and what can hold it back. It's the one thing, and that thing is coming next, on The Extra Point.

Now, during the commercial announcement, maybe you were saying to yourself, "How can Jerry know the one thing that can help me grow or hold me back?" Simple, because it's the same thing that propels and stalls everyone, and every career.

I won't make you wait any longer for it. That one thing is how you handle the fundamentals of your job. Before I use a couple of examples, here's a question: "If I asked you to break your job down into components, elements, facets — however you want to describe all the parts of the job you do — do you think you'd be able to do it? I'm guessing you could.

After listing all those parts of the job, could you evaluate each and decide which you're really good at, and which could stand improvement? Sure you could.

Do you think you could rank the areas of improvement that are most important. This is not so easy, and you might need the help of a boss, mentor, or a coworker who knows you extremely well.

I say this because, often times, our ego gets in the way. We choose to improve things that make us look better, but don't necessarily allow for greater results.

What we're after here is strengthening critical strengths, not patching weaknesses. The weakness may stand out and be bothersome, but adding to the strength may help you generate more victories.

Star athletes prove this point. Basketball players practice the same shots over and over,

doing precise footwork, dribbling the ball to a specific place on the court, faking the opponent, then taking the shot. Stars like Michael Jordan, Kobe Bryant, Larry Bird, Lebron James, Steph Curry and others have said they pick several spots on the court that they aim to get to as the clock is winding down, and that's where they'll put up what they hope is the game-winning shot.

That sequence is a strength and they strengthen it, every day in practice. If they take that shot a dozen times a season and make it, say, five times — about 40% of the time — that is five games won. That might be enough to win a division title, or a championship.

One more thing. All players mentioned have weaknesses which opponents take advantage of. However, there is almost certainly no weakness, if patched up, that would deliver five wins. This why it's usually better to strengthen the strength, and let the weaknesses go.

Most people, including too many leaders, are focused on weaknesses. It's human nature, I suppose, but it's counter-productive.

Whether you're the CEO, manager, supervisor, front line team leader, technician, warehouse specialist, salesperson, customer service rep, admin assistant, base commander, doctor, lawyer, judge, elected representative, teacher, construction worker, pastor or priest, newspaper editor, talk show host, or whatever you do... break down your position piece by piece, and honestly analyze where you can get better.

Take a look at your strengths, and imagine what it would mean to your organization if you improved upon them. As mentioned earlier, rank those options for improvement, and come up with a top five or top ten list.

(Con't.)

Talk to your boss or someone you trust, and then decide how you will go about making your first choice better. Lay out the plan. Take action. Chart your progress. Celebrate the achievement. Decide if you can go even farther with it, or move on to the next item and repeat the process.

Some people hope to make magic, create a big splash and see their career roar to success, to be admired by their peers, and fawned over by the public. Most never even get close to seeing that, because most don't take the actions needed.

However, everybody, you and me included, can make real improvements by strengthening our fundamentals. Today, when you have a few minutes, break down your job, piece by piece — and see where that leads 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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