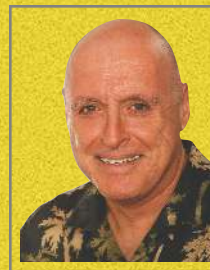


THE EXTRA POINT

BY JERRY ROBERTS



782 What Else Should Your Job Be?

More today for our friends in Generation Z, the oldest of whom turn 25 this year. When is a job more than just a paycheck? What else should your job be? We'll get into that next, on The Extra Point.

What else should a job be, besides a source of income? I began pondering that yesterday, as I was thinking back on my early days in the workforce. What did I learn and how could that be of help to young workers today, such as those in Generation Z.

First is the realization that a job is more than that paycheck I mentioned. A job can teach lessons in human behavior, as you observe coworkers and maybe customers. It's an opportunity to see how veteran workers handle themselves, and if they present a good example for others.

It's a daily workshop in character, both good and bad. If you pay attention, you'll learn which people you want to be like.

Your job can also give you a window on leadership and management styles, what works and what doesn't.

If you aspire to be a corporate leader or business owner, your experience with your boss, and all bosses up the organization's chart, will make it clear to you the kind of leader you want to be — and the kind of leader you don't want to be.

If you keep your eyes and ears open, and you're willing to ask questions of your leaders, you'll learn why they make certain decisions, and you can file that information away for a future day when you're in a position to use it.

I once had a job as a stock boy in a shoe operation. I would see women demand pointed-toe spike heels a size smaller than they needed, and squeeze their feet inside,

enduring discomfort with every step as they walked around the store — then gleefully purchased the shoes.

The salesmen told me that a lot of people will put up with almost anything in their never-ending desire to look good. And now you understand one of the foundational principles of the fashion industry.

I learned from a man named Big Ed, who taught me so many things. Included was the advisory that our team was free to ignore his methods in getting a job done, and do it our way so long as we achieved the desired results.

He said it was the end result that mattered most, and he happily accepted improvements if we brought them. However, if our way failed to match the standards needed, we would have to do it Ed's way. For a 19-year-old kid, that was huge, though I didn't realize it until much later.

I once spent the better part of a year working for a wealthy man who cut corners, bent the truth and outright lied to gain an advantage. I didn't like him much and thus didn't stay long, but I learned from him.

He could really turn on the charm for clients. He was street smart, a great conversationalist, and one of the best salespeople I've ever seen.

He brought me into lunch and dinner meetings with CEOs of big and important companies, and it was a real gift, forcing me to realize I would have to raise my game if I wanted to talk with and succeed in dealing with top decision makers.

To my Generation Z friends, my wish for you is that you do what both my mom and Big Ed advised, that I should, quote-unquote, "go to school" on every job I'd ever have. (Con't.)

The idea is to see what goes on, and seek to understand why. If I did, I'd be far ahead of the pack. I hope that's where you find yourself.

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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