

# THE EXTRA POINT

BY JERRY ROBERTS



## # 819 Do You Talk to Yourself in Public?

Do you ever talk to yourself in public? Do other people ever catch you talking to yourself? Do you ever field a little weird when they catch you doing that? I'm Jerry Roberts and not only do I talk to myself in public, I also answer myself. And there's more, coming next on The Extra Point.

After I've written The Extra Point, I'll usually read it aloud to hear how it's going to sound. Many times, my son will come in while I'm voicing it, or perhaps my wife.

This is the 819th edition of our feature, so they're now quite used to it. However, that wasn't always the case. When we started over three years ago, my son would come in from his room and say, "Dad, who are you talking to?", or "Dad, are you on the phone?"

I'd explain that I was just going over the script for The Extra Point. He might say, "Can you keep it down?" and I'd reply, "No, that would defeat the purpose."

Truth be told, I've been talking to myself in public most of my working life. When I was doing morning radio and a funny line came to me in the car, I'd imagine ending or starting a song and I'd deliver the line just to see if it fit.

When I was called upon to sing in church, I'd get the music and practice it endlessly in the car through out the day. I've seen people just belting out a song in their car and always thought it was fun to watch them go through their facial expressions and gyrations, while I couldn't hear a thing, and thus imagined how I must have looked doing the thing.

By far, the most frequent use of this talking out loud in public, has been rehearsing sales presentations. I'll be on my way to a client meeting, generally rolling up or down Marine Corps Drive, and giving a play-by-play description of how the meeting is going to go.

I'll say something, then the client will respond. I'll reply to what they come up with, and I take it from start to finish. I'm conjuring up how the presentation will go, thinking how to answer objections, and hopefully closing the deal.

Back in the day before hands-free phone devices, I'm sure a lot of people took a long look, asking themselves, "Who are on Earth is this guy talking to?" Today, I still do it, but most people probably think I'm talking on the phone, and ignore it.

I know managers who act out important meetings from negotiating, closing sales, all the way to handling terminations and other employee issues. Going over how critical conversations will go is something most managers should do, but don't. They "wing it" instead, and often find themselves stuck in the middle of it, not sure how to complete the action because they hadn't thought it through completely.

Obviously, you can use your driving time for just listening to your favorite talkshow host, or maybe even a playlist of songs. Some folks use that time to unwind, have a little fun, or chat up friends on the phone — and there's nothing wrong with any of that.

I suggest you also use those minutes to act out upcoming conversations, and see if that doesn't give you a leg up on the actual event. Give it a try, and let me know if it works for 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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