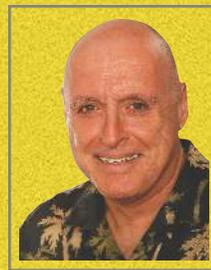


THE EXTRA POINT

BY JERRY ROBERTS



851 Three Ideas that Could Bring You Change

Three ideas today from three notable people. All three could help you to be more successful. I'm Jerry Roberts, and today, we'll see if you're ready to harness the advice of people who've parlayed their ideas into wealth, next, on The Extra Point.

I came across an article that listed a number of ideas from some pretty smart people. I'm attracted by writing like that, and I liked some of what I read. I thought you might too. There's no particular connection to any of it, just random stuff. Let's see what you think.

1. If you have a to-do list, what you really need is a success list. It's easy to have 10 or 15 items on the to-do list, a lot of which don't get done and end up being transferred to the next day.

Gary Keller, founder of the largest real estate company in the world, says, "To-do lists tend to be long; success lists are short. One pulls you in all directions; the other aims you in a specific direction."

Keller said a to-do list is a disorganized directory and the success list is an organized directive. He said: "If a list isn't built around success, then that's not where it takes you. If your to-do lists contain everything, then it's probably taking you everywhere but where you really want to go."

Maybe we need both a list for small issues, the to-do, and the shorter one that will help drive our success.

2. Have an opportunity mindset. James Clear, author of the bestselling book, Atomic Habits, believes we need to stop telling ourselves we have to do things. Clear believes the message should be, "We get to do things."

We don't have to go to work. We get to go to work. Some people don't have that privilege right now, and it looks like there won't be

enough jobs to go around when the pandemic unemployment benefits stop in September. It works the same for anything we do. I get to wake up early. I get to clean house. I get to go to school. I get to go grocery shopping. I get to stand in line at DMV for hours, to get my kid his appointment for a written test for his license.

Okay, that might be a hard sell, but you get the idea. We need to reframe how we think about things.

3. Mark Cuban says we all should be major whiners, like him. Mark Cuban is a huge whiner. But that's exactly why he's so successful. I've only known of Cuban since he bought the Dallas Mavericks NBA team, and was part of the TV show, Shark Tank. Cuban says he's been whining his whole life.

Many years ago, when Cuban was sitting in attendance at a Mavericks basketball game, he whined that there wasn't enough energy or entertainment. He could do a better job, so he decided to buy the team.

In his book "How To Win At The Sport of Business," he says, "What I don't understand is why so many people think whining has a negative connotation. I don't. Whining is the first step toward change. It's the moment when you realize something is very wrong and that you have to take the initiative to do something about it."

According to Cuban, "People who don't whine are punching bags."

So, three ideas today. Gary Keller says to push aside the to-do list and add a success list.

(Cont.)

James Clear tells us that we should be glad for whatever is on our plate to do, because we don't have to do it, we get to do it. And Mark Cuban believes that we should whine more, because that's the beginning of change.

Will you choose one, two, or all three — or take a pass?

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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