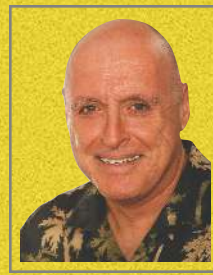


THE EXTRA POINT

BY JERRY ROBERTS



875 20 Pieces of Advice You Can Use Right Now

It comes from parents, grandparents, other family members, friends, teachers, a boss, coworker, people who write newspaper columns and books, those who talk on the radio, and it's all over the Internet. It's advice, and we've been getting it for most of our lives — whether we asked for it or not. I'm Jerry Roberts, and today, we talk about some of that advice, on The Extra Point.

Advice. It comes at us all the time, and we've been getting it pretty much from the beginning. We could spend weeks here if we tried to list all of it, but here's a little taste to consider.

1. *Time is the most valuable thing you have.* Things that are limited usually are more valuable.

2. *Be humble. Your comeuppance may be just around the corner.* My mom told me this. She said, "Don't be a jerk, and give people a reason to celebrate when something bad happens to you."

3. If you're waiting on praise for your work, there's this: *"Don't expect any thanks or pats on the back. Seeing the change you helped shepherd into the world will be enough reward in itself."* I'll add this for managers listening... do your best to always catch people doing something right.

4. *Don't get in your own way.* If you look at the reasons for the downfall of leaders in history, it was because of fear, greed, or an out-of-control ego — and maybe all three.

5. *Be bold. Don't be afraid to think big.* It's just as easy to think big as it is to think small. It just takes a little imagination to come up with an idea, and then to say, "Why not? Why can't I do that? Why can't we do that? What can't we be that? Why not? A lot of massive successes have started with those two words — why not?"

Before we get to the rest of this for today, what advice have you heard in your life. Drop it into the Facebook chat, and play along.

6. *Choose your spouse wisely.* The daily influence and value of a wise and supportive spouse nearly defies calculation. Are you with that person right now? Just say, "Thanks, I couldn't do it with you." Nellie Joy, thanks, I couldn't do it without you.

7. *Invest in authentic relationships.* Who's really in your corner? Whose corner are you really in?

8. *Live within your means.* Guam is a very expensive place to live, and it's hard to make ends meet for a lot of people. Still, improper use of credit and ill-advised purchases have enslaved too many people.

9. David Ogilvy, then chairman of the global advertising agency Ogilvy & Mather, once said about how managers should view workers: *"No matter how much time you spend thinking about, worrying about, focusing on, questioning the value of, and evaluating people, it won't be enough, he said. People are the only thing that matters, and the only thing you should think about, because when that part is right, everything else works."*

10. *It's better to be hated for something you are than to be loved for something you are not.* Do people know the real you?

11. *You can never have too many pairs of underwear.*

12. *Everything in moderation, even moderation.*

13. *Sometimes crying doesn't fix everything, but add some ice cream, and you've got a winner.*
(Con't.)

14. *Never miss out on the chance to tell the people closest to you how important they are. You never know when the opportunity to do so will be gone.*

15. *Love others first.*

16. *Never give up.*

17. *Be happy — it drives your adversaries crazy.*

18. Everybody in the workforce should embrace this: *Your income correlates with the value you bring.* You want more? Be more, do more. Bring more...value.

The last two are less advice than they are actually recipes for living.

19. *Plan in decades. Think in years. Work in months. Live in days.*

20. *Be grateful, have fun and take care of others.*

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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