

# THE EXTRA POINT

BY JERRY ROBERTS



## # 882 Everything is Figureoutable

Is the way you think negatively impacting your outcomes? Would a “checkup from the neck up” help you to get further and do better? I’m Jerry Roberts, and five principles to help are coming next on The Extra Point.

Marie Forleo is a popular personal growth and self-help guru, who sells her courses and advice on the Internet. She’s also the author of the book, *Everything is Figureoutable*. The premise of the book came from her mother, who grew up in the rough housing projects in Newark, New Jersey, where life was hard and just getting by was the goal.

She learned, by necessity, how to stretch a dollar bill around the block and learned to be resourceful. She taught herself to fix a leaky roof, retile the bathroom, fix a radio, and more. Mind you, this was before the Internet, where you can easily search for answers or watch a how-to video on YouTube.

She did it by trial and error, and seeking help when needed. She told her daughter, Marie, “Nothing in life is that complicated. You can do whatever you set your mind to if you just roll up your sleeves, get in there, and do it. Everything is figureoutable.”

Forleo’s book lays out five principles that she believes will change how we approach life, work, and will generate better outcomes.

1. Train your brain for growth. She says the majority of people look at potential solutions and may say, “I know this already,” or “This won’t work for me.”

I’ve seen this myself in my training work. I conduct a course and people are excited to use the ideas and strategies they learned, except for one or two people who say, “I learned this years ago. It was nothing new for me.”

Here’s the thing. There’s a difference in

learning something, and using it. In almost all such cases, the individual was exposed to things I discussed in the course. However, they never implemented any of it, so no benefit came to them, their team, or their employer.

It’s the same with prejudging, saying something won’t work for us. How can we know it won’t work if we don’t try? I’ve done this myself with software. I bought an app and went through the initial tutorials, arriving at the conclusion it would take me too long to get up to speed with it. So, I put it aside and stuck with what I had.

A year later, my existing solution failed and I had no choice but to try that new app. In just a couple of days I had it figured out, and all was well. With the exception that I blew a year in better productivity because I prejudged the situation. This leads right into principle #2.

2. Try it before you deny it. Our beliefs may not be just self-limiting, but also unchangeable. When we deny before we try, we are eliminating a critical step in critical thinking — testing what we believe. If we don’t allow our thoughts to be tested, they will never change, and that can prove dangerous.

3. Eliminate excuses and do the work. The uncommitted look for excuses. The committed look for solutions. Forleo says there are two kinds of people in the world. Those who look for reasons, and those who look for results. We need to make sure our *can’t*s aren’t really *won’t*s.

4. Fear is not your enemy. Forleo calls fear our “soul’s GPS.” In many cases, what we fear is actually failure. If we see failure as learning, not judgment of us as a person, then we’re more likely to stay with our direction and give ourselves a chance to succeed.

(Con’t.)

5. Start before you're ready and strive for progress, not perfection. Most of us plan too much, and do too little. We want to see everything all lined up in advance, neat and clean. Life and work isn't like that for the most part.

From Marie Forleo's book, *Everything is Figureoutable*. Make the plan, and map out the initial steps. Then, take action. If you get stalled, find out why. If you get progress, keep moving forward. Clarity will follow.

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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