

THE EXTRA POINT

BY JERRY ROBERTS



915 Playing the Long Game – Part 1

If I asked you whether you are playing the short game or the long game, what would you say? I'm Jerry Roberts, and we'll talk about what the long game is all about, next, on The Extra Point.

Before we get started, let's address something important. A lot of people listening now are out of work, or are partially employed. Some may have a business that is struggling, or perhaps you've had to close your doors.

Whatever the issue, I recognize there are people who will say, "Long game? I'm just trying to survive and keep my family fed, with a roof over our head."

Along with that, Guam's economic outlook is uncertain. Our 2022 tourist arrivals are projected at less than 10% of what we would normally expect, pre-COVID.

If the virus loses steam, as some experts believe it will, we'll do better. If there are more variants and continued restrictions, then we'll do worse.

Okay, the long game. Author Dorie Clark, whom I'm familiar with from conferences I've participated in, argues that mastering long-term thinking is an essential skill for getting ahead. She says too few of us do it, and I agree.

So, how do you and I train ourselves to be long-term thinkers? Clark says there are three key components.

1. The first part is what she describes as "clearing enough white space so you're able to think about the future." It's not that we'd be over-burdened with this extra thinking time, but too many of us jam up our schedules with things outside of work and family responsibilities, and there's little room for reflecting on what we want. I get it. This isn't always easy.

However, to go long in our thinking, we need to carve out some time for it.

2. Part two is to focus on what matters most — to us, not to others or what society says is the right choice. What do we want? Can we list it?

If I asked you to write about where you want to be in 10 years, and to describe your career then, as well as the rest of your life — could you do it? Could you describe in detail the steps you took to get there?

3. The final part of the three components is to never give up. If you've ever taken a long car trip in the mainland U.S., you know that once in a while you're going to hit a detour, or encounter rough weather. It's the same with long-term goals we develop with our long-game thinking.

We're going to be challenged by rejection, failure, people blocking our path, and other obstacles. Nobody likes this or wants this. A 10-year plan make take 12 years, or maybe 15. That's okay, so long as we keep our eyes on the prize and stay focused on the long game.

There are stories of people who saw a long-game goal and wanted it, and didn't let anything stop them. The girl who dreamed of being a doctor, but couldn't afford medical school. She studied to be a nurse, but never gave up on her dream. Fifteen years later, she fulfilled her goal and became a family doctor.

The baseball player who wanted to be a major league manager. After his playing days were over, it took 10 years of coaching and managing in the minor leagues, but he finally hit his goal.

(Con't.)

One person who played the long political game, really long, lost eight elections, but never quit pursuing a path to serve in public office. First, there was a loss for a seat in the state legislature. Next, it was a defeat in a bid for the U.S. Congress.

Then, a loss for state land officer. Another for the U.S. Senate. This candidate was also rejected for the nomination of vice-president at their party convention. Two years later, another loss in a run for the senate.

However, this person played the long game, and four years after that, became President of the United States. You might know that I'm referring to Abraham Lincoln.

Are you playing the long game? Would you like to? We'll have more on this topic tomorrow.

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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