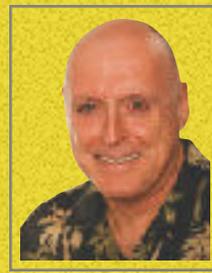


THE EXTRA POINT

BY JERRY ROBERTS



944 Don't Underestimate What it Takes to be Successful

One of the problems many of us have in trying to build a career, or a business, is that we tend to underestimate what it will take to succeed. That can derail us. I'm Jerry Roberts, and let's talk about it, next, on The Extra Point.

About three years ago, I decided I wanted to increase the number of push-ups I was able to do. I wanted to get to 25.

For a lot of listeners, that's a very low number. They can do 50, 100, maybe more. However, for me it would be a major accomplishment.

You see, I had suffered a shoulder injury a few years before and certain movements were extremely painful. A simple push-up was one of them. I figured I'd start with a few and work my way up to 25, getting there in a month.

I underestimated. Though the pain wasn't quite as severe as before, it was still a problem. In addition, I wondered if the pain was a sign of me damaging something in the shoulder.

So, I tried to do a push-up from my knees. That way, there was less weight to bear on the shoulder. While I could still feel slight discomfort, I was able to do the push-up. I did 10, then 20, then gradually increased the frequency to several times each day.

In the fourth week, I began my workout by trying to do a single normal push-up, the kind I had been unable to do. I was surprised to find I could go up and down, without any pain. I did another one, and then another.

I added one or two each day, and by the next week I could do 10. The next week I hit 15, and two weeks later I got to 25. It took almost two months to reach the goal of 25, about twice as long as I thought it would.

I had underestimated my physical limitations, which delayed my progress.

Are you underestimating something right now? Maybe you want to start a business, or become a manager. Maybe you think it can't be that hard. You look around and see all these other people who have done it, and think, "If they can do it, how hard can it be?"

Most people underestimate how much urgency it takes to succeed. Most underestimate the competition. Most underestimate the personal toll it will take.

If you want to start a business, talk to your banker, talk to people you know who own a business, and get information on all the local and federal assistance programs that can help you get your vision in order, plus nail down all the details required to launch a company. Don't try to take shortcuts, and don't underestimate what is involved.

If you want to be a manager, learn about being a manager. Observe the managers where you work. How do they carry themselves? How do they talk? How do they plan? What can you learn from watching each of them?

Then, you want to get some formal training in how to supervise people. Understanding a few things about psychology won't hurt.

You also don't want to underestimate the challenge of using the knowledge you gain in the workplace. Learning and doing aren't the same. You can learn every proven technique to lead people, but the real education starts when you try to apply them.

You begin running up against individual worker differences, generational differences, and you have to adjust to each. Managing a team is not a one-size-fits-all proposition. If you think it is, you are underestimating that challenge that lies before you.

(Con't.)

Whatever it is that you want in life, there's going to be a mountain to climb to get it, then there's a learning curve to master it. The bigger the goal, the higher the mountain, and the steeper the curve.

The more people you talk with, the more you learn about what it is you're after, the clearer the picture will be on how to go about achieving what you want.

Some people want the freedom to "wing it," learning and doing as they go. They don't want to deal with intricate planning. They aren't detail-oriented. Some of them succeed.

Others will choose to completely chart their path before they take a single step. They don't want any unhappy surprises to crop up. They are less likely to underestimate the potential pitfalls, and can plan for them.

Whether it's detailed planning or going after your objective in a less structured way, gain the knowledge you need, so you don't wake up one day to realize you've underestimated the path forward.

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.

###

For information on training and consulting services with Jerry Roberts, please click this link: guamtraining.com

