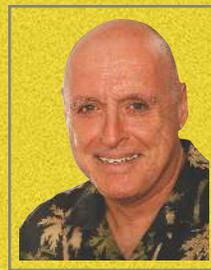


THE EXTRA POINT

BY JERRY ROBERTS



1050 Quotations: From the Mind of Elon Musk

When he talks, people listen. When he promotes a product or service, people buy. When he puts his wealth up against the powerful forces who silence opposing opinion, some shudder while others cheer. I'm Jerry Roberts and today, 21 quotes on life and work from Elon Musk. That's next, on The Extra Point.

Elon Musk is the richest single person on the planet, with a current net worth somewhere north of \$300 billion.

He owns Tesla, Space-X, and recently took out nearly a 10 percent share of Twitter. He is outspoken, believes in the power of ideas, and believes in free speech for all — which places him at odds with former Twitter CEO Jack Dorsey; former Amazon CEO and owner of the Washington Post, Jeff Bezos; and the CEO of Facebook, now Meta, Mark Zuckerberg.

Those three are also billionaires, but don't share Musk's belief that free speech also includes the voices you don't like.

Here are 21 quotations attributed to Musk, and I hope you get value from them as I have.

1. *"When something is important enough, you do it even if the odds are not in your favor."*

2. *"Some people don't like change, but you need to embrace change if the alternative is disaster."*

3. *"Failure is an option here. If things are not failing, you are not innovating enough."*

4. *"It's OK to have your eggs in one basket as long as you control what happens to the basket."*

5. *"It is a mistake to hire huge numbers of people to get a complicated job done. Numbers will never compensate for talent in getting the right answer."*

6. *"People work better when they know what the goal is and why. It is important that people look forward to coming to work in the morning and enjoy working."*

7. *"My biggest mistake is probably weighing too much on someone's talent and not their personality. I think it matters whether someone has a good heart."*

8. *"I don't believe in process. In fact, when I interview a potential employee and he or she says that 'it's all about the process,' I see that as a bad sign. The problem is that at a lot of big companies, process becomes a substitute for thinking. You're encouraged to behave like a little gear in a complex machine. Frankly, it allows you to keep people who aren't that smart, who aren't that creative."*

9. *"Really pay attention to negative feedback and solicit it, particularly from friends. Hardly anyone does that, and it's incredibly helpful."*

10. *"If you get up in the morning and think the future is going to be better, it is a bright day. Otherwise, it's not."*

11. *"You shouldn't do things differently just because they're different. They need to be better."*

12. *"I would just question things. It would infuriate my parents that I wouldn't just believe them when they said something. And then I'd consider whether their response made sense given everything else I knew."*

13. *"We have a strict 'no-jerks policy' at SpaceX." He didn't use the word "jerks."*

14. *"Your will is the most accurate way to predict the future."*

(Con't.)

15. *"I think it is possible for ordinary people to choose to be extraordinary."*

16. *"Don't confuse schooling with education. I didn't go to Harvard, but people who work for me did."*

17. *"If the rules are such that you can't make progress, then you have to fight the rules."*

18. *"Frankly, I think most people can learn a lot more than they think they can. They sell themselves short without trying."*

19. *"If you need inspiring words, don't do it."*

20. *"Good ideas are always crazy...until they are not."*

21. Talking about his companies...*"There are easier places to work, but nobody ever changed the world in 40 hours a week."*

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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