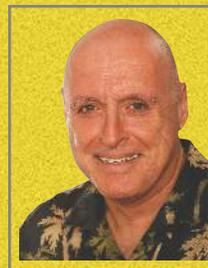


# THE EXTRA POINT

BY JERRY ROBERTS



## # 1079 Don't Be the One to Reject Your Dreams

There are people in life who will be happy to try to manipulate us, control us, and if they can, to reject us. There are more than enough people in life who will stand in the way of us realizing our dreams. What we need to be very sure about is that we — you and I — are not one of them. I'm Jerry Roberts, and we'll get after that, next, on The Extra Point.

Question. Do you have a dream? Yes?

Question. Do you have a plan? Yes?

Question. Do you have a timeline for the plan?

If statistics hold true for the group of people who hear this episode of The Extra Point, the number who can answer "yes" to that last question is about 3%.

A 1979 Harvard survey of a class of MBA program students asked, "Have you set clear, written goals for your future and made plans to accomplish them?"

The study revealed the following:

- 3% of students had written goals and plans
- 13% had unwritten goals
- 84% had no goals at all

Ten years later, the 3% of individuals with written goals had a higher net worth than the other 97% combined.

The 13% with unwritten goals earned twice as much as the 84% with no goals. Ready for this? — the 3% with written goals and plans earned 10 times as much as all the others put together.

I don't make this stuff up. I've been saying it for years, written goals and plans matter. If you can marry those written plans up to a strong desire to succeed, an attitude that you will not be denied, and the willingness to get going — your chance to succeed skyrockets.

My mother had solid values, a great work ethic,

and she had the gift of being able to look at something and figure out a way to improve it. She designed a number of products, and she was sure one of them would be a hit.

The problem was, she was timid about taking the steps needed to make all of that a reality. Inventing is a complicated business, and she never pursued it. Instead, she watched each of her ideas eventually come to market, years after she came up with it.

Do you have a dream?

Somebody once wrote, *"The graveyard is the richest place on Earth because it is here that you will find all the hopes and dreams that were never fulfilled, the books that were never written, the songs that were never sung, the inventions that were never shared, the cures that were never discovered, all because someone was too afraid to take that first step, keep with the problem, or was not determined enough to carry out their dream."*

It doesn't have to be a product. It doesn't have to be a book, a song, a cure, or anything like that. It might be that you want to be a manager at a local company or government agency...or the CEO. Maybe you want to homeschool your kids. What is your dream?

Most successful people have been rejected by others who didn't share their vision. Okay, some people may not get what you want to do, or may not get you. This is to be expected. It's normal. Move on, and find the one who will say "yes."

What is tragic is when we say "no" to ourselves. We convince ourselves that whatever it is that we wanted just wasn't meant to be. It wasn't our time.

(Con't.)

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It was too hard, too expensive. I'm too young, too old, don't have the smarts, don't have the connections...don't have...whatever. Some of us will always find a reason to justify our choices.

Maybe this doesn't describe you. Maybe you have no issues in grabbing the world by the tail and doing what it takes to win.

On the other hand, maybe these words are personal for you, or someone close to you.

Don't be the one who rejects your dreams. Write down your plans, and attach a timeline. Then, take the first step, even if it makes you want to pass out. Then, take another step.

British journalist William Cobbett said, "*You never know what you can do until you try.*"

So, what's your dream, and what are you going to do about it?

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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