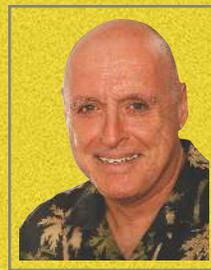


# THE EXTRA POINT

BY JERRY ROBERTS



## # 1096 Three Things on My Mind Today

Last night I was wondering what I would write for today's time with you, and I saw two stories in the news, and then the spine of a book... and suddenly I knew. I'm Jerry Roberts and I'll tell you about all of that, next, on the The Extra Point.

Sometimes, the idea for this daily feature comes to me early in the day, and sometimes it's not until 10 or 11 o'clock at night.

I'm trying to avoid the late writing in order to get better sleep, but last night there I was with 10 o'clock approaching and I hadn't done it yet. I went to my email and saw a newsletter I subscribe to, and focused on two items that, well, I figured you might find interesting.

The first one had a 103-year-old Swedish woman named Rut Linnéa Ingegärd Larsson, who broke the record for oldest skydiver. Ms. Larsson beat the previous record holder by 130 days.

If a 103 year-old is still looking to do special things, pushing the envelope, and is still excited about life, isn't that a lesson for you and me?

What can we do, whether it's for fun, or at work, that would have us reaching higher and farther than we have before? What chance or risk could you take? What could you improve? How could you help your team? How could you impress your kids?

Today, sit down and dream a little, then come up with a list of things you can do. Then, pick one. Maybe encourage a coworker to join you in the fun.

The second story had to do with a Texas auction that brought \$75,000 for a VHS copy of the first release of Steven Spielberg's *Back to the Future*. Before you head for the junk room and try to find treasures you can sell,

this one was shrinkwrapped, unopened, and was signed by Tom Wilson, who played the bad guy in the movie, Biff Tannen. Wilson himself auctioned the item, and it came with a note from him. It got me to thinking...

I have nothing to auction, but what do I have that can do somebody else some good? I bundled up some clothes I'll find a place for. Then, a few books and other items. I think most of us have things that would prove useful to someone else, and we don't even look at them any longer.

How about you. What do you have? When it comes to books, if you don't donate them, you could trade with someone else.

That led me to the third thing for today, the spine of Stephen Covey's *7 Habits of Highly Effective People*. I opened the table of contents and my eyes went right to habit number five, "Seek first to understand, then be understood."

In our adversarial environment, fueled by the disingenuous and corrupt politics and media, this is a lesson we need to take to heart.

Our enemy is not the person who just wants to feed his/her family and happens to see things differently from the way we do. They're being played, just like we are.

How we connect with them is to establish common ground, and seek first to understand them and their point of view — before we push our perspective. If we listen to them, there's a better chance they'll be open to hearing what we have to say.

I think it's my favorite of Covey's seven habits, and it is extremely powerful. Let the other person talk first, then you get your chance. It's not what they'll expect, and they'll appreciate it.

(Con't.)

**THE POINT**  
93.3 FM / 1350 AM / 104.3 FM HD-3

GUAM TRAINING

You might find that you and this other person have more in common than you ever could imagine.

Three things to go with today. Make a list of ways you can expand your horizons and do something special; clean out your stuff and let somebody else get some use from it; and reach out to someone to share ideas with — just make sure you let them go first.

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](http://guamtraining.com)

