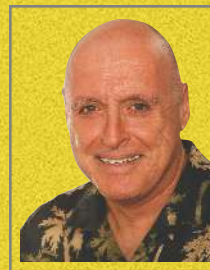


# THE EXTRA POINT

BY JERRY ROBERTS



## # 1158 The Challenge of the Talented Jerk — Part 1

Did you ever work with a talented jerk? Seriously. They were egotistical, rude, no doubt thought they walked on water, a real pain the butt in every way — have you ever worked with such a person? I'm Jerry Roberts and let's talk about talented jerks, next, on The Extra Point.

We're in the land of jerks with skills today. If you know you can be a jerk sometimes, and you have talent you don't want to waste...or you work with such a person and you'd like to download something to slip on their desk when they're not looking, you can find the transcript for this discussion in Extra Point #1158, at [guamtraining.com](http://guamtraining.com)

"I'm so great", blah-blah-blah..."I did an amazing job on that project", blah-blah-blah ... "nobody can do what I do", blah-blah-blah ... "the world revolves around me", blah-blah-blah..."Wow, I just love myself", say it with me...blah-blah-blah. No, nobody actually says stuff like that. At least I hope not. However, you and I both know that some people think like that.

I've heard very talented people say, "Hey, you have to be that way if you really want to make it big."

They were absolutely serious. "You have to be a jerk or they'll eat you up and spit you out." I've heard that, too.

Let's be straight, nobody comes out of the womb as a jerk. It's a learned behavior. Maybe the parents were jerks and infused a kid with a superiority complex. Maybe the kid was always like that, never knew why, and today doesn't know any different.

Maybe someone worked for a jerk early in their career, had success, and now they feel that's their ticket to glory and riches.

I knew a guy once who fit the mold we're

discussing. He worked extremely hard, went back and forth across the country to visit the numerous cities he had offices in, going from the break of dawn calls and meetings, to late night dinners with associates or clients, always feeling he had to be "on".

Being "on" meant he had to be funny with wisecracks and putdowns, as well as seem like the smartest person in the room. In addition, he hammered the local employees over every little thing.

A lot of people didn't like him, resented his whole approach, and I'm not sure he knew that. One night, as I drove him to the airport, he opened up to me about how tired he was. Tired of the traveling, tired of keeping up the so-called image he had, tired of feeling like he had to perform all the time. He felt that if he stopped, everything he had worked for would unravel.

He was a jerk all right, but whose behavior was fueled — at least in part — by fear.

A lot of people we hang the jerk label on come from fear. Sometimes, it's fear that the real them won't be respected. Or, maybe if they drop their shield, they'll lose their winning edge and be considered average.

There is also the possibility that someone is a jerk, knows they are, and likes it. Yes, there are some of those, too. We'll have more on this tomorrow, including the best ways to deal with a jerk if there's one lurking in your midst.

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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