

# THE EXTRA POINT

BY JERRY ROBERTS



## # 1160 Who Are Your Investors?

Let's play a game. Today, we'll imagine that you don't work for the employer whose name appears on your paycheck. You work for a different organization. The name is your full name, incorporated. Joe Cruz, Inc. Ray Gibson, Inc. Donna De Jesus, Inc. Now you, your name, Inc. I'm Jerry Roberts and then we'll have a news conference, announcing your new company, and a reporter asks the question, "Who are your investors?" How would you answer that? That answer is coming up next, on The Extra Point.

Today's program is #1160, and it's available for you now at [guamtraining.com](http://guamtraining.com)

The media is there. Radio, TV, newspapers, Kandit News, and one of the reporters asks you who your investors are. How are you going to answer? Can I give you an idea?

In the case of virtually all of us, people have been investing in us for our entire lives.

Parents, grandparents, or guardians raised us, and not just supported us financially, but infused us with their knowledge, wisdom, and character.

Children have been described as sponges. Everything we experience, we absorb, even if we're not conscious of it.

Everything we've touched, tasted, smelled, seen, or heard has been recorded and exists in memory. Every person we've been in contact with has impacted us in some way, and some have made major investments. For me, it was just my mom, as my father wasn't there and my grandparents were unavailable.

After parents and other close family members, the next group are our school teachers. At a critical time in our lives, our parents entrust our education and continued personal growth to a few dozen people who will help prepare us for adulthood.

All teachers gave you something along the way, but not all would qualify as an investor. Can you recall teachers who made a major investment in you?

In my case, it was my fourth-grade teacher, and my junior high homeroom teacher. Both took an interest in me, more than any others.

Many people in Guam have included military service, either full-time or part-time with a group like the Guam Army National Guard. If this has been a part of your life, who would you say made or is making an investment in you and your future?

In my service time, it was an enlisted leader who came up huge when I really needed it.

Next up are the managers you've worked with. Who can be called investors, and how would you itemize their investment? What did they contribute?

For me, it's a name you've heard before if you are a regular listener, my first boss, Big Ed. He not only imparted wisdom, he showed us all the true character of a leader.

I remember thinking to myself, "If I ever own a company or become a manager, I want to be just like Big Ed." When I had that opportunity, I used a lot of what I learned from him, but in reality, I don't think I even came close.

We all have investors in our lives. Generally, they just give and give, without expecting that we'll compensate them for their gifts. If their investment does yield a profit or a dividend, that usually goes to someone else, someone they'll never know.

Here's the thing. That's exactly what they hope for. They hope their investment will pay off for others, through what we do with what they've given us.  
(Con't.)

I'll ask the question again.

Who are your investors? Have you ever acknowledged their investment? Is there still time to tell them?

I'm going to add a place to list your investors on the transcript. Again, it's #1160. Download it at [guamtraining.com](http://guamtraining.com) and get busy.

Tell your investors what their contribution has meant to your life, and the good things you've created from it.

It's not just a way to say thank you. It's how you generate value for them. It's a form of personal ROI — return on investment — the likes of which they'll never get anywhere else.

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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For information on training and consulting services with Jerry Roberts, please click this link: [guamtraining.com](http://guamtraining.com)

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### **My Investors (and notes)**

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