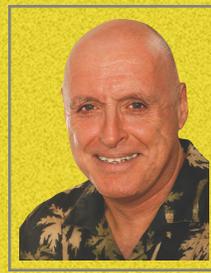


THE EXTRA POINT

BY JERRY ROBERTS



1234 Believe You Can Figure Things Out — Part 1

Do you know anyone who freezes up when confronted by a problem? If so, I've got a way out of that unhappy mindset. I'm Jerry Roberts, and that's next on The Extra Point.

To believe that you can figure out anything. What would that belief be worth to you? This is the core concept of the book, *Everything is Figureoutable*, by Marie Forleo. We'll spend some time this week talking about the principles outlined in this book.

Let's start with something obvious. If you knew that you could solve any problem, wouldn't you spend more of your time solving problems? You bet you would.

If you've got 50, 100, or 500 workers and they all thought that way, what would that be like?

Believing that you can figure things out is a crucial mindset to have when it comes to tackling challenges and achieving your goals. It gives you the confidence and determination to keep going, even when things get tough.

How do you make it happen? To implement this belief, it's important to keep an open mind and willingness to try new things. Seek out information that can help you understand a problem or challenge.

To go a step further, it's also important to break problems down into smaller chunks, and to seek out resources and guidance when you need it. And above all, be persistent and don't give up. Your answer may lie right around the next corner.

The key is action. Taking action is a key part of the process of figuring things out. It's important to not let fear or uncertainty hold you back, and to take small, manageable steps towards your goal. This builds momentum and a degree of confidence as you make progress.

Look for resources and people who can help you figure things out. Don't be afraid to ask for

help. There's no shame in this, yet so many workers have a feeling that seeking help signals weakness. Wrong. It's the exact opposite. Not asking for help is a weakness. It also tends to slow down the process.

Experimentation also plays a part. Don't be afraid to try new things and see what works. This has the potential to turn solutions into breakthroughs.

Now, the topic of risk come up. We've talked about that recently. It's important to take calculated risks when necessary. Carefully evaluate the potential risks and rewards of a particular action before deciding whether or not to take it. After you're done and when the dust clears, evaluate how things went.

The problem with risk is that a huge number of workers avoid it because managers bark at them if they make mistakes. If you're going to beat me up when I try and fail, then guess what? — I'm not going to take risks.

Then, I hear from managers who moan about workers who don't step up. My question is always, "When it comes to failure, do you build them up or beat them up?"

Finally, for today, figuring things out takes time and effort. Be patient and keep working at it. Setbacks and obstacles along the way are normal, so don't get discouraged when these things happen.

More on this tomorrow. For now, the message is simple: believe you can figure things out.

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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