

# THE EXTRA POINT

BY JERRY ROBERTS



## # 1310 Ask and (It's Likely) Ye Shall Receive

Today's commentary is one I'm asking you to download and give to every kid in your family. Also give it to everybody where you work. I believe it's that important. I'm Jerry Roberts, and it's coming next on The Extra Point.

Apple co-founder Steve Jobs was credited with being the driving force behind the rise of the richest company the world has ever known.

His innovative genius continues to have an impact that will be felt by future generations. Even artificial intelligence won't be able to diminish what Jobs created. That said, maybe a story about his tech beginnings is the most important part of his legacy, especially for our kids.

Before I continue, I implore you to go to our website, [guamtraining.com](http://guamtraining.com), click on the "XP" on the top menu bar, and then download Extra Point #1310. WhatsApp it to every child in your life. Not everybody will appreciate it, but somebody almost certainly will. Extra Point #1310.

During an old interview, Jobs told a story of when he was 12 years old, and it gives insight into his mindset.

He called up a man named Bill Hewlett and asked a favor. Who was Bill Hewlett? The co-founder of Hewlett-Packard. How many calls did it take? That's not revealed, but 12 year-old Steve Jobs got Hewlett on the phone and told him he was trying to build a frequency counter, and did he have any spare parts Jobs could get his hands on?

Hewlett laughed, and then gave Jobs the spare parts. Not just that. Hewlett remembered him and gave him a job that summer at Hewlett-Packard.

If Hewlett had dismissed the call, thinking "I'm running a serious business here, I don't have time for some dumb kid!", maybe history would be different. Instead, pre-teen Jobs had a

chance to meet and talk with some of the top minds in the tech industry. Without that call, without that job, does Apple ever happen?

Jobs own recollection of that event came out in a later interview. He said: "Most people never pick up the phone and call. Most people never ask, and that's what separates the people who do things from the people who just dream about them."

Steve Jobs, at age 12, learned a lesson that every kid needs to learn. Not just them, but most of the people on our payrolls have to learn as well — be willing to ask for what you need and want.

People in our workplaces fear asking for help. Fear and embarrassment keeps people from seeking help from their coworkers. They don't ask their boss or their boss's boss, because they think not knowing shows them in a bad light.

Social psychologist Heidi Grant says that 75 percent to 90 percent of all help co-workers give to one another starts with a simple ask.

In his book, *All You Have to Do is Ask*, author and sociologist Wayne Baker describes what he terms the "giver-requester," as a person who helps frequently and also asks for help frequently, and is the most well-regarded and most productive person in the workplace.

We may feel that our organizations are open and that we encourage people to freely ask any questions they like, but the truth is that most people don't ask for what they need, and this whole concept is not really discussed or promoted. It's taken for granted.

If we're really being honest, we don't push it in our families, either. Anyone who ever attends a course offered by Guam Training hears the appeal to take the lessons learned and bring them home. (Con't.)

To the managers and business owners, I ask what you would do if a 12 year-old stranger called you up today and asked you for a favor that you could grant — would you?

School is almost out. Do you have room for a youngster — okay, perhaps not as young as 12 — to work over the summer at your place?

Bill Hewlett didn't know that he was launching a legendary business career that would truly change the world. He was just helping a kid.

Teach people to ask. Help them create. You never know what might come from 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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