

THE EXTRA POINT

BY JERRY ROBERTS



1543 The Best Guarantee for Your Future Success

There are few guarantees in business and careers, and often people find themselves looking for direction...looking for the right path to the success they dream of. Well, today, I will reveal a strategy that is as good of a guarantee as you'll find today. If getting ahead is the goal, I'm Jerry Roberts, and we'll have the way for you, next on The Extra Point.

You may know the name Mark Cuban for a couple of very public reasons. He's been one of the star investors on the ABC-TV show Sharktank. Sports fans know Cuban because, until last year, he was the majority owner of the NBA Dallas Mavericks.

Cuban has addressed the issue of success and trying to build a career from scratch, when indecision seems to be your closest friend.

When you don't know what to do, what do you do? Here is a direct quote from Cuban:

"When you're first starting, you may or may not have a job. You don't have any money. You're at a complete uncertainty about your career. What I learned early on is that if I put in the effort, I can learn almost anything."

"It may take me a long time, but by putting in the effort I taught myself technology, I taught myself to program. It was time consuming, painfully so, but that investment in myself has paid dividends for the rest of my life."

"I learned that learning truly is a skill and that by continuing to learn to this day, I can compete and get ahead of most people, because the reality is most people don't put in the time to learn — and that's always given me a competitive advantage."

Those words from Mark Cuban apply to everybody but especially to young people. They should be printed out and put into the hands of every kid in school. They should be stuffed into the pay envelope of every employee. If you put in the effort, you can learn almost anything.

Learning is an investment in oneself. That investment will pay dividends for the balance of life. Learning puts you at the head of nearly any group, because most groups are populated by people who stopped learning long ago and have no interest in it now. This gives you a huge competitive advantage.

Decades ago, the theory passed around was that it took 10,000 hours of study to become a "world class" expert in any subject or endeavor you chose. If you had a job and maybe other responsibilities, but could squeeze out four hours of focused learning — and you did it seven days a week — you could receive this "expert" status in just under seven years.

Two decades later, I read where if you spent 1,000 hours in a pursuit, you would be in the top 2% of people in the world who were interested in the same topic. The top 2% would probably get you pretty far in terms of career.

A couple of years ago, I saw an update on this issue. Researchers suggested that by putting in 100 hours of highly-focused and intentional learning, you would be ahead of 95% of the rest of us. Could you get a job with that? Not in a highly technical or advanced field perhaps, but it might get you in the door somewhere where they do the kind of thing you studied.

Most people want shortcuts to success. This is the "lottery ticket" approach to life. They won't put in the effort to elevate themselves, and are always hoping for magic to happen. I won't get into this today, but that's not a mindset people are born with. It's a product of one's environment.

If the environment never changes and if the individual never busts out of it, they'll carry it with them throughout life.

You don't have to be an entrepreneur like Mark Cuban. You can "go to school" on your job and career right from where you are.

(Con't.)

Start by making your boss your personal mentor. Ask questions, get answers, and ask more questions. Rinse and repeat. Do this enough and you will stand out from the pack. When you've drained your boss's brain, go to his/her boss and do the same.

Read books, watch videos, ask still more questions, and then — and this is critical — apply the things you learn. Eventually, your increased level of talent will be noticed.

You may have heard me say it before, this ain't rocket science. It's dedication, commitment, and follow through. It's doing that 100 hours, then adding another hundred, and another, and maybe you'll get to a 1,000.

Even if you don't, you will be miles ahead of where you were.

We can program ourselves to grow skills, if we're only willing to put in the work. Knowing that the majority of other people don't want that and are happy to watch us do it, results in the closest thing to a guarantee of success you're going to get.

I've got a homework assignment for you. Go to guamtraining.com, and download transcript #1543. Get it into the hands and phones of kids in your family. Managers, print it out and hand it to coworkers. If only one person is motivated to alter the course of their life through what we've discussed here, then you've changed the world.

That's the Extra Point. Be responsible and make something good happen today. For 93.3FM, the Ray Gibson Show, and First Hawaiian Bank, I'm Jerry Roberts.

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