

# THE EXTRA POINT

BY JERRY ROBERTS



## # 1708 10 Universal Laws You Must Observe

Gather 'round children, Uncle Jerry needs to talk with you today. You see, there are laws which exist in this universe of ours that we all must be aware of, and follow. Not doing so could have tragic consequences. However, if you keep these laws, there may be no end to the good things which will come your way. These laws have been painstakingly assembled for your edification and benefit. I'm Jerry Roberts, and they are coming next on the Extra Point.

10 laws that can make a huge difference in your life, if you learn and obey.

1. Murphy's Law. Anything that can go wrong will go wrong. That's the part everybody knows, but there's a second part. Anything that can go wrong will go wrong — at the worst possible moment!

2. Pareto's Law. You've heard me talk about this one. 80% of results you get come from 20% of the effort you make.

You can do this 80-20 thing in a million different ways, and it always seems to apply.

3. Kidlin's Law. When you write down a matter clearly, the matter is half-solved. We talk about this in our problem solving courses at Guam Training.

The act of writing the problem down does one thing that is huge. It helps you to identify the problem. So many people can't clearly put the issue into words. Writing it down makes us focus on what needs to be addressed.

4. Falkland's Law. Again, in our course that teaches decision making, here's a principle that many people don't understand or embrace: When there's no need to make a decision, don't make a decision.

Ask yourself two questions. One, is it my decision to make? Let's assume it is. If so, second question: What happens if I don't make a decision? Can the decision wait?

If there is no urgency involved and you'd like to put together some information before making the call, that's a good decision. And yes, not making a decision is, in fact, a decision.

5. Parkinson's Law. Work expands to fill the available time for its completion. Oh please, have you never stretched a job to fill time?

It's 10:30 and the boss gives you a task to handle, and you figure you can knock it out in maybe 45 minutes. Then you look at the clock and say, "Uhh, this will take me to 11:15. If I cruise on this one, I can run it up to noon and go to lunch." I know, this kind of thing doesn't happen where you work. Got it.

6. Expansion Law. All of your belongings expand themselves to occupy all available space. I don't know how this works, but it does. Now, if you happen to be one of the very few this does not apply to, a few visits to Ross can fix that.

7. There's no name on the next one. I shall call it the Last Minute Law. It states: If you wait until the last minute to do something, it'll only take you a minute.

I'll wait while that bangs around inside your temporal lobe.

8. Greg's Law. The person with the most negative information instantly has the greatest credibility. Go to your social media feeds and look around. Posts that love Trump and hate on his detractors, and posts that hate Trump and love on his foes.

Some are long, maybe with videos attached, or links to other sources, and they seem so authoritative, don't they?

9. Hanlon's law. Buckle up. Never attribute to malice what can be explained by stupidity. You can truly figure out a lot of what happens on social media with this one.

(Con't.)

By the way, before we get to number 10, you can get these laws in a handy form, suitable for printing, by going to [guamtraining.com](http://guamtraining.com), clicking on "XP" on the top menu bar, and downloading transcript #1708.

Okay, last one.

10. Cole's Law. Shredded cabbage and dressing.

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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