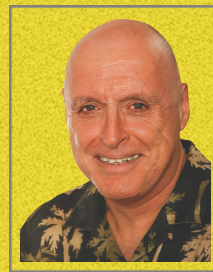


# THE EXTRA POINT

BY JERRY ROBERTS



## # 1749 Do You Need More Talent or More Reps?

I caught something in a post yesterday that I instantly knew had to be today's commentary. It came from a man named Ed Mylett, who was a speaker in our annual Live2Lead event several years ago. He said this: "What if the reason you haven't hit that next level yet is because you're treating your goals like a hobby instead of a profession?" I'm Jerry Roberts, We'll dig into that, next on The Extra Point.

What if the reason you haven't hit that next level yet is because you're treating your goals like a hobby instead of a profession?

Ed Mylett has worked with some of the best athletes, entertainers, and entrepreneurs on the planet, and he cites key fundamentals the true stars all rely on.

Their greatness isn't random. It's repetitive, it's intentional, and it's scheduled.

For a singer with hit songs, they may deliver 15 pieces of music in a live performance and do it well, but they know the audience is waiting for their favorites — and those songs have to be extra special.

They'll practice different ways with what you might call "the money songs", because that's a big part of why people paid to be there.

Golfers and tennis pros will spend hours hitting the same shots over and over, because they know winning or losing the next match might depend on how they hit that shot when it really matters.

When I lived in California I joined a gym that had a couple of professional bodybuilders. When they worked out I would just watch, hoping I could pick up a technique that would help me.

What I discovered is that while they certainly lifted heavy weights, others in the gym went heavier. The difference between the pros and the rest was the precision of their movements.

These guys were machine-like, with every repetition carefully executed. Their form was critical. Every rep counted toward the ultimate goal. Every rep.

According to Mylett, and I agree, this is likely the biggest difference between those who enjoy great success and people who do well but never break into the top category.

Most people don't lack the talent to be a winner, they lack the resolve to dig in and do their reps. They don't practice or add to their skills. They figure what they already have will get them through.

Just as in sports and entertainment, that is a dangerous assumption to make in the general workplace.

Top workers are masters of their craft, and they didn't get to that stage by accident. They put in their reps.

John Maxwell wrote a book entitled *Talent Is Never Enough*. In the book, Maxwell is clear that we have to develop our talents and be prepared to deliver results. We need to put in the work. We need to practice, so that we're ready when it's our game time.

Maximizing talent isn't about how good we are on our best day, it's about consistency. If we want to be consistent, that's about practice and taking more reps. It's about getting better when nobody's watching.

Somebody might jump in and say, "Jerry, come on, these examples of yours are about elite performers, the best of the best. What has my job and career got to do with people like that?"

What if I said "everything"?

What if I asked you to describe your job and the talents and skills required to perform it? When you finished, what if I asked you how you could improve those skills? (Con't.)

Could you give me details on how you would be able to go from where you are to a level up?

Would it have something to do with learning new things, and then getting in repetitions?

Another question. How close are you to being considered among the best at what you do?

I realize it's very likely there is no official ranking of all people in the world (or even in Guam) who do your job. That being said, you fit in somewhere among all those workers.

What would it take for you to be in the top 10%? How about the top 5%?

From where you stand today in terms of talents, skills, and performance, What would it take for you to be considered world-class?

"No way," you say?

I promise you that it's only a matter of skill and repetition. So, I repeat: What would it take?

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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