

THE EXTRA POINT

BY JERRY ROBERTS



1762 You Want Career Success? It's as Easy as P.I.E.

We all want to have job and career success. We want to do well, to like what we do, to get ahead, and to achieve our goals and dreams. What if I could give you a three-step plan to do all of that? I'm Jerry Roberts, and it is next on The Extra Point.

Career success isn't defined in just one way. It's a topic we file under the heading "Different Strokes For Different Folks." What I think about success may not be how you feel about it, and that's fine.

Today, I'm going to give you a three-step formula to have the success you want. If you can master these three, you can have pretty much whatever you're after.

It's called the P.I.E. system, The "P" stands for people; the "I" stands for ideas; and the "E" is for execution.

This framework highlights that long-term success is not just about individual talent but also about how effectively we create, build, and navigate relationships, the ideas we generate; and how well we execute or handle our job.

1. People. The foundation of any successful career is the quality of our relationships. It's crucial to be someone others enjoy working with.

Are we trustworthy? Do we operate with integrity? Do we play nice with the other kids? These traits result in a positive reputation, making coworkers, clients and vendors more likely to engage with us.

Our ability to connect with others can open doors and create opportunities.

2. Ideas. The second pillar of the P.I.E. system focuses on the quality of our ideas. Are we generating innovative concepts, or do we just plod ahead with the way things have always been done?

Even if you're not the one coming up with groundbreaking thoughts, being involved and helping to develop the ideas of others can be equally valuable.

Execution. This is where the rubber meets the road. It's essential to follow through on our commitments and deliver results. The key question is: Do we consistently do what we say we will?

Successful professionals are known for their reliability and ability to get things done. This aspect of the P.I.E. system is perhaps the most critical, as it translates ideas — whether ours or from others — into tangible outcomes.

If we can effectively become known as a person who gets things done, that builds trust, credibility, and likely a desire among the right people to offer greater opportunities.

There is not one bit of rocket science in this P.I.E. system. It's simple and can be replicated at any and every level of a career path, from entry level to senior leader.

- Care about people and build relationships.
- Generate valuable ideas or find ways to work with and promote the ideas of others.
- Execute plans at a high level and do our job like we invented it.

By focusing on these elements, we position ourselves for long-term achievement and fulfillment in our professional journey.

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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