

KEEP THAT JOB!

By Margery Miller

Just how secure is your job? In today's economic crisis, having employment is not something to be taken for granted! And if you want to advance, you face more obstacles than ever—a main one being that so many other people want your job!

The day I was asked to write this article, I happened upon a favorite tape that I hadn't listened to in a while. Napoleon Hill, one of the greatest teachers of the 20th century, spoke many times about the laws of success. This tape is a compilation of different radio broadcasts and live talks, called *The Science of Personal Achievement*. He died over 30 years ago, so it is a treat to hear him talking about the universal laws that he made famous, which helped so many people obtain great wealth.

One section struck me as vital to the subject of getting, keeping and advancing in gainful employment, almost a lost art to our workforce, but one that makes all the difference in the world. It is **going the extra mile**. Dr. Hill delineated the benefits of going the extra mile, and I'm going to share them with you:

- 1) **The law of increasing returns**—nature sees to it that you are compensated for doing it—his example is if you plant seeds and tend your crop, your reward will be far greater than the amount of seeds you put into the ground, with seeds left over to replant.
- 2) **It brings you to favorable attention**—we tend to notice those around us who are doing more, adding more to the mix. These are the people we admire.
- 3) **It permits you to become indispensable**—being the one that can be counted on *at all times* is an enviable position to hold in a company.
- 4) **It brings about mental growth and physical perfection**—when you give your best you become better and develop greater skills in the process.
- 5) **It protects against loss of employment**—the one going the extra mile is usually the last one to be laid off, if at all, during tough times.
- 6) **You profit by the law of contrast**—in comparison to others, you not only stand out, but you are more appealing.
- 7) **You develop a positive, pleasing mental attitude**—which carries you a long way, especially when others are stressed around you.
- 8) **You develop a keen, alert imagination**—looking for more ways to contribute by rendering service develops your creativity.
- 9) **It gives you personal initiative**—people recognize your drive, energy and enthusiasm for your work. Not only is it contagious, it is attractive.
- 10) **It develops self-reliance**—all the above gives you a sense of power

within yourself, something no one can take from you. You know you are the one making the choices to rise to the occasion.

- 11) **It builds confidence of others in your integrity and abilities**—people begin to see you as someone special, with great value. We all want to find heroes, people we admire and appreciate.
- 12) **It helps you break the habit of procrastination**—a weakness every human being has to cope with at one time or another.
- 13) **It gives you definiteness of purpose**—Dr. Hill calls this the single most important quality for success.
- 14) **It is the only thing that gives you the right to ask for promotion or more pay**—if you are being paid to do a job, and your skill level and activity level remain the same, there is no reason for your employer to think you should be paid more to do it!

The point is this: if you are spending your energy, your time and effort in giving the best service not only to your customers, but to your co-workers and managers, you don't have time to fail. You don't have time to worry about what other people are doing that isn't good enough. You don't have time to worry about job security. You're too busy creating it!

Why is this a lost art? Because we are in an age of instant gratification—we want it and we want it now —whatever it is. We have somehow gotten the idea that by existing we are entitled to certain perks in life. Well, sadly, that just isn't true. Look at the people who were working for big corporations and lost their jobs through no "fault" of their own. They didn't know what their bosses were up to, and they couldn't have stopped them if they'd tried.

We are in a different age now—the age of self. It is up to each of us to take advantage of every opportunity to make the most of our lives. We are fully responsible for paving the way of our futures with the resources we have been given. At the end of the day, just as at the end of your life, one of the most important questions is, "did you do the best you could with what you were given?"

You are the only one who truly knows that, but I guarantee you, if you are *going the extra mile* everyone around you knows it, and most appreciate it, even if they are jealous and wish they could be like you but don't know how.

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