

Going the 'Extra' Mile



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## **Preface**

One of the great secrets of the Torah is how and why Yaakov Avinu became so successful in his lifetime!

In Bereishis 31:6 we learn, "With all of my strength I have served."

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- How determined are you to do the right thing?
- How far will you go out of your way to do your job right?
- What is your sense of commitment, drive and urgency to go 'the extra mile?'

1. Take Advantage

By adding some more effort to give a little extra information, you can create a favorable impression to gain some positive attention. Going above and beyond expectations can sometimes pay off in amazing ways.

Imagine sending someone a neat handwritten note to surprise and delight them in a memorable way. When you offer to do something 'extra,' the effect may last a lifetime.

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To review your learning one more time is a form of going the extra mile. The Gemara says that learning without review is like planting without harvesting. What a great loss!

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Don't get caught in a chain reaction of your own inaction.

2. One Day at a Time

A big job begins with one small step for today.

How can you develop the ability to make people you deal with feel important? The suggestion is to memorize one thing about every person you meet so that you can develop a personal connection.

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A small mistake can matter so much as to even spell disaster, which is why we need to review Mishlei 28:14 (the siman to remember this source can be 'koach yad'/the secret of power).

"Fortunate is a person who is always afraid."

This is explained in Gittin 55b.

Tosfos - always review your learning not to forget such precious treasures.

Rashi - always look ahead to check over details not to get into trouble.

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Be alert. Do not overlook small concerns.

3. Remember the Details

Part of going the extra mile is showing how important the issues are to you... that you don't forget points that others may think are trivial. Reading the fine print can sometimes even save lives.

Always remember Brochos Daf 4a, "To train ourselves to say 'I don't know,'" periodically. We need to even 'fake it until we make it' - to admit ignorance - because it can be so beneficial. It shows your humble character.

Asking questions, even when they may seem trivial, is the smartest way to deal with issues to get them right. We need to humble ourselves and ask for help growing and gaining in many ways. Keep up maintaining a growth mindset using mistakes to improve and learn.

Falling down is part of growth, as we learn in Mishlei,

"Good people fall 7 times and get up."

4. **Find Your Niche**

When you know what you love, you can follow the Mishna Avos 1:10, "To love your work."

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Big ideas start small.

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You may wonder, 'Who am I to think of something new?' Keep in mind that several years there were over 180,000 new patents issued, about one every 3 minutes. Hashem has no problem in giving you new ideas to succeed with.

You can pray and strive to develop your own idea and go the extra mile with it to add sparkles to many peoples' lives.

An extra twist to a product or service can be worth millions when you take it further - 'another mile or so.'

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Even a name change can do wonders, as when they changed the fruit name 'prune,' to a 'dried plum' and discovered a huge increase in sales.

## 5. Irritation = Innovation

When we live with Hashem running the world in good ways, we will always light up when we say in Ashrei, "Hashem is good to all."

This should lead us to reciprocate and recognize that every irritation can actually become an innovation. [Both words have 10 letters, but you can take innovation to the bank.]

The irritation can serve as inspiration to invest your dedication and perspiration, to develop your innovation.

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Our highest goal should be learning to get excited over a Torah booklet. Learn to enjoy it and share it with others. It should be fun, interesting and satisfying. It should lift your spirits and reward you in many ways, both spiritual and physical.

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'Love your work' is in Avos 1:10.



## 6. Extra Thinking

The best form of going the extra mile is to slow down our thinking and review the issue patiently with this question -

'What small change can help improve this?'

'Why yes and why not?'

Don't just follow standards... learn them and also set them.

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"Who is wealthy? One who rejoices with his portions," Avos 4:1.

It may look like it is raining one day, but don't be fooled. Thank Hashem for the great day! Why?

1- because you can see the rain; your eyesight is functioning well. What a super-gift from Hashem!

2- you also realize you woke up... what a gift! Millions of gifts... your entire body is functioning... what great fun!

7. Don't Just Settle

If someone else asks you, "How are you?" don't just settle for ok. If you would win a \$10 million lottery, what would you say?

- incredible day,
- outstanding,
- marvelous,
- great,
- terrific,
- fabulous, amazing,
- I was blessed by Hashem,
- highly favored by Hashem.

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Your age is mostly mind over matter,  
"If you don't mind, Hashem will help you  
make sure it doesn't matter."

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You have much more than a \$10 million
lottery win. You need to open your eyes, mind and
heart to appreciate it and thank Hashem for it.

8. **'Work Smarter'**

There's a saying, 'Work smarter, not harder.'
This can be dangerous if we don't follow the Torah's guidelines. We are learning to use all of one's strength to do the best we can with all of our energy.

The best way is to choose with clarity, 'What are your goals in life?' By understanding and connecting with Hashem, by learning the lasting satisfaction of serving Hashem to the best of your ability each day, you will develop worthwhile goals to keep you focused and acting with your peak power.

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Three great rules for greatness, from Yevomos 79a... the three signs of this nation -

1- Merciful - thus you work harder and longer to help others,

2- Bashful - thus you are embarrassed not to do what's right, and

3- Kind - you want to help others...

## 9. **Power to Choose to Continue**

It almost never hurts to do a little something extra.

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What is the underlying concept of doing something extra?

It demonstrates affection, caring, true listening, sensitivity, nurturing, respect, eagerness and willingness to want an ongoing thinking relationship with Hashem and the people He instructs us to love. This is what the greatest good fortune consists of.

There is a true commitment that is expressed by a hunger for learning more Torah, to understand the ideas and concepts, to learn from our past, to appreciate a glimpse of our future, to have a vigor and vitality to delve into Torah and mitzvos with passion and excitement.

It is a depth of rediscovering how much we mean to each other. There are those who have money and there are others who are truly wealthy.

10. Ten Steps to Success

- 1- According to the struggle the rewards increase,
Avos 5:23,
- 2- Keep going until it pays off, it will be worth it,
- 3- Take one step at a time,
- 4- As you prepare for the goal, enjoy today. Sing and
dance and thank Hashem,
- 5- Ask Hashem to help... He has ways to send you
help,
- 6- Learn from every person, they are Hashem's
messengers,
- 7- Say less and do more, Avos 1:15... Hashem helps
you more, when you do more,
- 8- A great motto for life: don't copy, create. You are
great.
- 9- Now is the time to do,
- 10- There is always another extra mile for
today.....