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In my opinion, most people don't really understand their own value. Most people, I find, feel they have to be the ultimate expert in a field to be of value to someone else. This especially applies to people who have something of value to teach.

Well, I just don't think that's true. Here's why...There are areas in your life where you have probably spent a considerable amount of time and/or money to get to the skill level you are now. You are definitely more of an expert in that area than most.

Let's say your skill level is "point b" and the "ultimate expert's" skill level is "point c". Well, you can save person alot of time and money by helping them avoid the things that won't help them get to "point b", right? And that obviously has value.

"So why don't I just refer them to the 'ULTIMATE EXPERT'" right away you might ask? Because most people need to practice working at lower levels before going to higher ones.

For example, I'm a jazz pianist. At first I couldn't play with the best players in town and it was useless for me to try because I couldn't get any real practice in. So I practiced with musicians at lower levels which allowed me the space and guts to practice before moving up. I think it's the same in any field.

"Why You Are Important To Others"
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