

CREATING A WINNING MINDSET

The mind is a powerful source. The mind processes **60,000** thoughts each day of which **45,000** (75%) of them are negative. Learning to use the mind to your advantage can be a challenge but it is worth the investment in time. Below, I have simplified several documents/forms to give you an idea of some strategies you can/could incorporate to make the mind work to your advantage.

Again, this document is a scaled down version of several documents. Hopefully this helps create a mindset or continues a mindset that pushes you to your potential. You don't have to use all of them. Find something that fits your philosophy and experiment. You never fail in at a task but sometimes you find out you haven't mastered the task, YET.

1. Accept the fact that **adversity** is going to happen. Adversity will make you better. **Embrace it**. Your next victory is on the other side of adversity. Have strategies to deal with the unforeseen forms of adversity that you can't control.

Some Sample Strategies to Handle Adversity

- a. Create reset buttons – think of an electrical reset button. The sooner you can reset, the quicker things normalize.
 - b. Talk to yourself (positive thoughts) and don't listen to yourself (negative thoughts)
 - c. Focus on a happy place (such as quiet place listening to
2. **Decision making** is critical in leadership. Making a decision at the appropriate level is just as important. Many decisions that backfire are made at the wrong level. Below is a simple 4 step process to consider the correct level to make a decision. If you skip a level, there is a good chance it may come back to haunt you. An example would be coaches making a decision based on what's best for the team instead of what's best for the program.

Four Levels of Decision Making

- a. School
 - b. Program
 - c. Team
 - d. Individual or self
3. **Know Who You Are**. Below is a small sample of some "No Gray Area" questions to keep you on the right path to where you want to go. As you begin to make decisions and choices, you will find that sometimes your decisions get off track of where you want to take your program. These types of questions are a nice cross check. Keep them in your desk and check them regularly. They are easy and fun to create for your specific needs.

NO GRAY AREA (which of the following is most important to you)

Easy way	or	Right way
Winning	or	What's best for kids
Player moral	or	Practice time
What you do	or	Why you do it
Offense	or	Defense
Team player	or	Selfish player
Having power	or	Empowering
Being the best	or	Being the best, you can be

4. Some form of **selfishness** will be involved in over half the problems you will have to handle in your job. Be proactive in creating a positive mindset of what is expected of a team player in your program. It is

easy to create scenarios of past problems or potential future problems that can get minds thinking. Your players or coaches will answer 99% of these situations correctly. Just imagine how you can use this information later when negative selfish situations arise. It can be powerful way to lower the level of selfishness. Below is a small sample of some situations.

TEAM vs. SELF SITUATIONS

TEAM or	SELF	1. A player that goes above and beyond.
TEAM or	SELF	2. A player that's willing to let somebody else do their work.
TEAM or	SELF	3. A person who takes shortcuts.
TEAM or	SELF	4. A person who is concerned about a fellow teammate.
TEAM or	SELF	5. A person who cleans up the bench area after a game.

5. **Potential – Interference = Performance.** This is a simple formula to help people reach their potential. The hardest part is eliminating interference after it has been identified. Many individuals will find they are part of their own interference. Once this has been recognized and eliminated, performance rises quicker. The key is to start with smaller interferences and work to the bigger issues.
6. **Work from the End Back.** Have the vision of where you want to go. By working from the end back, the bumps in the road won't seem as big and as difficult. They won't stop you from where you want to go. The bumps may/will just slow you down but not stop you.

Other Topics to help BUILD A WINNING MINDSET

Who is the **face** of your program?

Love, Serve & Care

Why is more important than **what**

Strategies to lower negative emotion and anxiety

Intrinsic vs. extrinsic motivation -- Work from the inside out (heart needs to be involved)

Finding ways to **eliminate selfishness**

80/20 philosophy --Find others doing something right – complimenting

Compare yourself with yourself - not others

SOME KEY COMPONENTS OF A WINNING MINDSET

1. Who you are makes a difference
2. Being honest with yourself and others
3. Find others doing something right – complimenting --(80/20 philosophy)
4. Evaluate yourself on regular basis
 - a. Identifying your strengths and weakness
 - b. Are you successful on a daily basis/weekly basis?
5. Work from the inside out (heart needs to be involved)
6. Learn how to identify potential problems and current problems
 - a. **CCP** (complaints, concerns, and problems)
 - b. People make mistake but try to solve problems without identifying them
 - i. This leads to unnecessary emotion getting involved
7. Know your negotiables and non-negotiables
8. Find the winners disguised as losers – they are there
 - a. You may have to help them identify their strengths to let them grow
9. Focus on inner state (work from the inside to outside)