

## 5 Keys to Discovering the Successful Coach Inside You

There are, of course, many more than just five keys to being a great coach. This special report is designed to open your eyes to five areas that can make a huge impact on you becoming the successful coach and leader you yearn to be.

Beyond that, it's also our objective to put you in contact with further coaching education and tools that will help you expand on these five keys in your journey to success. Anytime you see an underlined word or phrase, it's a link to something we feel will help you.

Stop! Before you move on, PRINT this report. You'll get much more benefit from STUDYING this info, rather than just browsing through it on your computer screen.

Before you even begin reading, PRINT the report out on paper. Then grab a pen and STUDY it. Circle or underline things you find important. Write notes and ideas in the margins. Write out action steps.

This is merely information unless you USE it. We really do encourage you to PRINT it before reading it.

If you want to take advantage of any of the tools we link you to, you can always come back to the online version and click over to those tools.

### Vision

“My observation over the last twenty years has been that all effective leaders have a vision of what they must accomplish. That vision becomes the energy behind every effort and the force that pushes through all the problems.”

The quote above is from John Maxwell's excellent book, “[Developing the Leader Within You](#)”. Vision is the process of seeing what no one else can see. It's your job as the coach to lead your team into the future. Without a firm grasp within yourself of what that future will look like, it'll be difficult to help your team see where they're headed.

When you create a clear Vision of what your team will accomplish in the next 90 days, 6 months, 1 year, etc., and convince your players to have faith in that Vision, you're on your way to success.

Vision creates Passion! Passion in turn creates Discipline. If you're struggling with getting your players to take the proper discipline required to win, first get them passionate about where they'll end up by following your leadership.

Remember this as you work on defining clearly your team's vision and future success – If you can't see it and believe it, how can you ever get there? Help your players see and believe that they're part of a winning organization and watch how hard they work to make it a reality.

*“Vision without action is merely a dream. Action without vision just passes the time. Vision with action can change the world.” – Joel A. Barker*

## **Motivate Yourself First**

Many coaches feel they have to “motivate” their players. But consider this quote from “[Great Motivation Secrets of Great Leaders](#)”, written by John Baldoni:

“Leaders do not motivate – not directly, anyway. They do it *indirectly*. Motivation is an intrinsic response; it comes from inside and cannot be imposed from the outside. Motivation comes from wanting to do something of one's own free will. If you are free, you can choose to do something.”

Some people have the mistaken idea that unless they are the loud “rah-rah” type, they can't be a good coach. But this isn't accurate. Yes, many coaches are like this – Vince Lombardi, Bobby Knight, etc. But many are not “rah-rah” types and are still successful – Andy Reid, Phil Jackson, etc.

The point here is that neither style will be successful unless you create conditions where your players feel compelled to motivate themselves. They must “want” to put in that extra effort and hard work in order to fulfill the team's vision you've laid out for them.

One of the best ways to start this process is to show by example. You must learn to motivate yourself first. Show your team how motivated you are to the team's success by communicating clearly, coaching incessantly, empowering through influence, challenging respectfully and showing commitment to the team.

If you'd like guidance on how to motivate yourself, check out the chapter at the end of [Baldoni's book](#) called "Raising and Fulfilling Your Own Expectations". It's only four pages long, but very helpful.

*"Leadership is based on a spiritual quality; the power to inspire others to follow."  
– Vince Lombardi*

## **Trust**

In a recent newsletter we subscribe to, we read the following quote from leadership consultant and author, Stever Robbins, "Trust can be gained once and lost once. Once lost, it's lost forever".

We've all had the experience of trusting someone and then having that trust betrayed. How long does it take for the offending person to regain our trust in them? Do they ever really get it back?

Think long and hard about that. Your players are placing their complete trust in you. Trust that you will truly do everything in your power to help achieve that vision you've laid out for the team. Trust that you'll help them achieve every bit of their potential.

Robbins goes on to say, "If you want to be trusted, simply be trustworthy". The best way we know to be trustworthy is to tell the truth all the time. All the time!

To gain and keep the trust of your players, be the person they can always count on. If you say you'll be there at a specific time, be there early. If you say you'll do something, do it! There can be no compromise on this issue. Remember, many of your players don't even have parents they can count on. Be the rock in their lives. They need it.

*"To be trusted is a greater compliment than to be loved"*

*– George MacDonald*

## Synergy

We took a look back recently at some footage from the 2000-2002 Los Angeles Lakers' championships. As we all know the Shaq/Kobe saga, we were a bit surprised to re-visit the relationship between those two and the whole Lakers team in general from those 3 years.

Shaq and Kobe were more like big brother/little brother at that time. The team seemed to have a "synergy" about them. They were working together to build something greater than themselves.

Take a look at the 2004 Pittsburgh Steelers. Their quest to reach the Super Bowl fell a game short. However, they accomplished something no other American Football Conference team had ever done – a 15-1 regular season record.

In interviews, many of the Steelers felt the magic began before a Week 3 game in Miami. In the aftermath of a hurricane, their hotel lost all power. Most of the team ended up sitting together in a dark hallway with flashlights.

They talked about a lot that night. They revealed personal things to other teammates they never would have in regular circumstances. In that moment, a "synergy" was found. With a rookie quarterback, they went on a 15 game win streak that lasted until the AFC Championship game.

Just to drive home this point about "synergy", consider some recent comments from ex-Dallas Cowboy & Miami Hurricane, Michael Irvin. He was discussing why the Hurricanes have a successful football program and why all the players stay in contact even after their college & pro careers are over.

"What it does, with all the young guys thinking about where they want to go (to college), they know that we all stay together. I want to join a great football team, but more than that, I want to join a **family**. And I want to know that these are my ... brothers." (source – ProFootballWeekly.com)

Make your players feel like they're part of a **family** and watch your team results soar! That's "synergy".

Here are some ideas on how to build a team that trusts & has synergy:

- 1) Celebrate birthdays – It doesn't have to be a big, drawn out party. Just something simple that shows the kids you care.
- 2) Big Events – Get together to watch the NBA Finals, Final Four, Super Bowl, etc. Make it an event.
- 3) Field Trips – Go to a local game as a team. Go to a local training program or camp, if available. Go somewhere non-sports related. A movie, museum, park, etc.
- 4) Share meals together – Set up a weekly or monthly team meal. Have pizza at the practice facility or take them out. Here's a chance to meet the parents and get them involved.

*“Synergy is the highest activity of life; it creates new, untapped alternatives; it values and exploits the mental, emotional and psychological differences between people.” – Stephen Covey*

## **Build Your Coaching Skills Daily**

In his book, “[21 Irrefutable Laws of Leadership](#)”, John Maxwell discusses his theory of the “Law of Process”.

Basically, you need to be patient with yourself. Wherever you are in your coaching and leadership skills is where you are supposed to be. Now, begin working on improving those skills one day at a time.

Will you make mistakes? Most certainly! But don't beat yourself up over it. Learn and continue to build your skills. The mark of a successful person is how many times they can get back up and keep going after falling down.

We hope we've helped you in your coaching efforts. One more resource we recommend to help you go beyond this short report is John Wooden's book – “[Wooden On Leadership](#)”.

All the Best,

Matt & Dave

By the way, if you'd like to use your love of coaching as a way to earn extra income, email us at <mailto:thebestbizopp@aweber.com> for our Free Special Report, “The Best Biz Opportunity You Can Find: How To Live The Life You Deserve!”