

HOW TO WIN WHAT YOU WANT

Welcome to the season of New Year's Resolutions. January is naturally a time for high hopes and big dreams. This is the year you're going to lose weight, eat better, exercise, travel, write that book, and win big, right? I'll bet Coach John Wooden felt that same way when a fresh roster of UCLA Bruins basketball players assembled in the locker room for practice #1 of the National Collegiate Athletic Association (NCAA) season. It's a fresh start. Anything is possible.

Wooden's first step into the new season differed from many a resolution maker. Yes, anything was possible, including a national championship, but focusing on the desired future wasn't his way.

In his great book, *With Winning in Mind*, Gold Medalist and decorated rifle shooter, Lanny Bassham suggests that the way to win is not focusing on winning but focusing on playing. "Process is primary", Bassham instructs. Execute mental and technical systems masterfully and winning will result.

Bassham dominated his sport, winning 22 world individual and team titles, setting 4 world records, and capturing Olympic Gold. Wooden has a similar resume of winning. Arguably one of the greatest coaches of all time, Wooden led his team to 10 NCAA championships in 12 years as the Bruins head coach. 7 of those wins were consecutive. No other team has strung together more than 4 in a row to date.

How to win? Wooden would likely agree with Bassham – process is primary. Some of the very best in collegiate basketball gathered every year for that first, fresh start practice. Do you know the first thing Wooden did with his roster of the leagues best talent? He taught them how to put on their shoes and socks.

Process is primary. Wooden believed that if you put on your shoes and socks properly, you won't get blisters.

If you don't get blisters, you won't miss practice. Practice prepares you to play your best game. Play your best game, you may win. Winning begins with paying



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attention to your shoes and socks. Masterful execution of mental and technical systems is the pathway to success.

So what is it that you want to accomplish in 2023? What's that one thing that you want to win at? Identify it...then let go of the result and focus on the fundamentals. If you are nailing the fundamentals day in and day out, you'll arrive on the podium of your dreams. It's performance science. Inputs lead to outcomes. If you get the input right, the desired outcome will naturally follow in time.

Stephen Covey, guest guru in the last two, Paul's Pieces, cements the argument with Highly Effective Habit #3, Put First Things First. Identify your basics, work the process and 2023 will be your championship year.

Paul Larmer offers workshops, webinars and one-on-one training to help individuals and teams bring out their best. Contact Paul at plarmer@livnorth.com