LEADERSHIP CHEAT SHEET

Coach Like a Champion

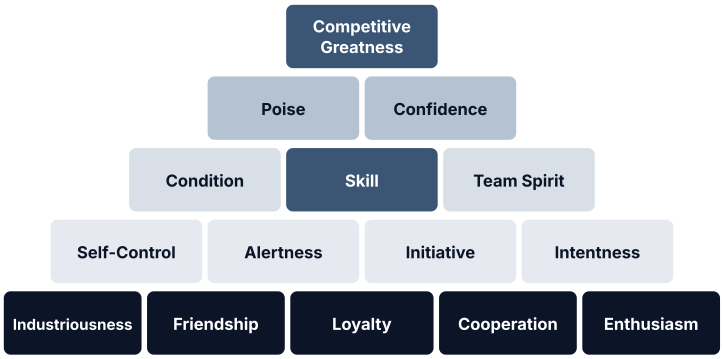
From the playbook of
Max Koz

Five great coaches, six lessons, in the order you use them with your team.

1 Build the base · 2 Set the standard · 3 Teach it · 4 Run the process · 5 Trust it · 6 Reset

1 BUILD THE BASE

John Wooden · The Pyramid of Success



HIS DEFINITION
"Success is peace of mind," from knowing you gave your best effort. Not the scoreboard.

FOR YOUR TEAM
Hire and promote on the bottom row first, because you can teach the skill on top of it.

2 SET THE STANDARD

Bill Walsh · Standard of Performance

1. A work ethic aimed at continual improvement
2. Respect for each person and the work they do
3. Self-control, especially under pressure
4. Pride in the effort, apart from the result
5. The team's welfare ahead of your own

3 TEACH IT

John Wooden · His four laws of learning

Explanation → Demonstration → Imitation → Repetition

HIS HABIT
Show the right way, the wrong way, then the right way again. Then repeat it until it sticks.

4 RUN THE PROCESS

Nick Saban · The Process

1. Don't look at the scoreboard.
2. One play at a time. Each play has a life of its own.
3. Move on to the next play, whatever just happened.
4. Focus on what it takes to get the result, not the result.
5. Keep it up for the whole game.

FOR YOUR TEAM
Track the daily actions, not just the month-end number.

5 TRUST IT

Bob Rotella · Golf psychology

TRAIN IT
In practice, work on the how.

TRUST IT
In the game, stop thinking. Play.

HIS ROUTINE BEFORE EVERY SHOT

1. Decide. No second-guessing.
2. Pick a small target.
3. See the shot before you hit it.
4. Accept the result. Next shot.

FOR YOUR TEAM
Rehearse the hard call with your people before it comes, then let them make it without you.

6 RESET

Don Shula · The 24-hour rule



1. Win: celebrate for 24 hours.
2. Loss: feel it for 24 hours.
3. Then on to the next one.

FOR YOUR TEAM
When a big deal is won or lost, debrief it the same day and then move on to the next one.

> "The score takes care of itself."
>
> Bill Walsh

Sources: Wooden, Walsh, Saban, Rotella, Shula (widely credited)