



Session Notes from **MARK EATON**

Designed for attendees of

THE FOUR COMMITMENTS OF A WINNING TEAM PRESENTATION

What do people really want from you? They want to be taken to the next level.

When you take them to the next level, you become invaluable to them.

TEAMWORK:

If you don't have teamwork, you're out of the game!

What would it be like if you went to work tomorrow and there was no internal competition?

To outperform the external competition you need teamwork, you need to end the internal competition!

When everyone is playing for themselves, failure is inevitable.

What makes a group of people a team?

A Group – people sharing an ideal, a leader or experience.

A Team – a group of people who are committed to each other.

We all have a gift, something that makes us unique. Discovering and utilizing your gift can be of lasting value to you, your team and your customers.

Coach Tom showed me that being tall was an advantage and could be of value on a team.

If there is something that is different about you, or that makes you uncomfortable, it may be your greatest asset!

If everyone is telling you that you ought to try something, it might be a good idea to listen.

There was something deep inside of me that said, "maybe I should take a look at basketball one more time." Have you ever had a feeling like that? Is there something you should revisit?

FOCUS:

When Wilt Chamberlain positioned me under the basket and showed me what my job was, I learned what I needed to focus on and what I needed to let go of.

I stopped running around trying to do everything and instead focused on the one thing I could be great at.

Commitment #1: Know Your Job

Are you running around trying to do everything when there is really only one thing you could be great at? How many of us are guilty of this?

We get so focused on exceeding expectations, we forget the basics.

To position yourself for success today, you need to narrow your focus and intensify it.

What are you excellent at?

- What is your most valuable character trait? _____
- On a scale of 1–10, how well are you currently leveraging it? _____
- How could you leverage it more? _____
- What is your most valuable skill? _____
- On a scale of 1–10, how well are leveraging it? _____
- How could you leverage it more? _____

EXAMPLES OF CHARACTER TRAITS:

- Integrity
- Clarity
- Confidence
- Loyalty
- Determination
- Honesty
- Creativity
- Fairness
- Kindness
- Enthusiasm

EXAMPLES OF SKILLS:

- Planning
- Organizing
- Coaching
- Strategizing
- Instructing
- Trouble Shooting
- Motivating
- Creating
- Analyzing
- Leading

Share this list with three people and ask them what they believe your number single best Trait and Skill.

Commitment #2: Do What You're Asked to Do

Are we clear about what others want from us? Do we ask or are we guessing?

Most of us think if we find another situation, things will improve. Nine times out of ten, it's not the situation that's the problem, it's us! We need to get better.

Coach Tom told me I'd have to work out 6 hours a day, 5 days a week to get better. So I worked out 6 hours a day, 5 days a week. I did EXACTLY what he asked. If you want to go from doing your best to being the best—you need to do what you are asked to do—by your boss, your customers and your team.

If you want to be a champion, there is a path. **Execute the Play!**

Contrary to what we were taught in school, your job is not to do your best. Your JOB on a team is to do what others ask you to do.

What if you asked your spouse or partner what you could do differently? You'd likely get a list. What if you did that list? You'd blow them away.

Why aren't we asking what we should be doing?

- **We are afraid it will seem like we don't know what we're doing!**
 - Present what you are currently doing, then ask if there is anything else you should be focused on.
- **We might get more work.**
 - You might! In fact, my coach did ask me to work out longer and harder. Doing what he asked me to do took me to the next level!
- **We will be expected to deliver.**
 - You will and should be!

Doing what seems unreasonable is what will make you outstanding.

Fulfilling the unrealistic requests is what separates the champions from the rest.

Doing precisely what you are asked to do is remarkable.

What do your people want from you? When did you last ask? _____

On a scale of 1–10, how clear are you of their priorities? _____

How well do you execute their requests? _____

Commitment #3 Make People Look Good

One of the most important keys to success is to provide other people with recognition.

Making people look good makes you look good!

Don't be a black hole-a ball hog, pass the ball! Stop competing and start cooperating, the individual accolades will follow.

EXERCISE

On a scale of 1–10, how focused are you on making other people look good? _____

Where would you rate yourself? _____

What action step can you identify and commit to in the next week to make someone else look good? _____

Who do you need to meet with or check in with? _____

Commitment #4: Protect Others

My teammates took risks because they knew I had their back. They knew they could count on me.

Who do you protect? _____

Who is protecting you? _____

What would it be like if everyone on your team truly felt safe? _____

If you want to be invaluable, be the person people can count on.

People will take risks when they know they won't be criticized for taking a risk that fails.

When your people feel safe and cared about, they will do their best and give their all.

Stand up for your team and create a space for people to exceed expectations.

Trust comes when people know they can count on you.

When you commit yourself to protecting others, you can expect an extraordinary commitment and loyalty in return.

Loyalty is what makes relationships, irreplaceable, irresistible and people invaluable.

That is where you find the win, the magic of teamwork!

The key to lasting success is to honor others and help them win. To be a success help every person you work with be successful.

Evaluate the members of your team with these four questions:

1. Do they know their job?
2. Do they do what they are asked to do?
3. Do they make others look good?
4. Do they protect others?

If they are a 10 in all areas and so are you, you have an All- Star team. If not, you know what you have to work on.

“A player who makes his team great, is more valuable than a great player.” – Coach John Wooden

When we stop being in the game for ourselves, and truly being there for others, we become invaluable. To win help others win.