

THE WINNING SPIRIT

16 Timeless Principles That Drive Performance Excellence

JOE MONTANA and TOM MITCHELL

JOE MONTANA played professional football in the National Football League (NFL) for sixteen years. He is widely recognized as one of the greatest quarterbacks in NFL history as he led the San Francisco 49ers to four Super Bowl victories. Mr. Montana is the only player to have won three most valuable player awards in Super Bowls. He was inducted into the Pro Football Hall of Fame in 2000. Since retiring from professional football, Mr. Montana has become a successful motivational speaker and has co-founded MVP Performance Institute, a consulting company which helps improve organizational performance. He is a graduate of the University of Notre Dame.

TOM MITCHELL is a business coach, motivational speaker and performance consultant. He was formerly a college head basketball coach and currently advises the National Basketball Association and other major corporations. Mr. Mitchell, a graduate of the University of Pittsburgh, Sonoma State University and the University for Integrative Learning, is also a co-founder of the MVP Performance Institute.

The Web site for this book is at www.mvppperformance.com.

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MAIN IDEA

The same time-tested principles which underpin success in professional sports also work equally well in the family and business environments. To win consistently, you've got to develop a winning spirit based on a foundation of preparation, optimism, attention to detail, enduring setbacks, personal responsibility, honesty, loyalty and integrity. The great thing is there is no magic formula when it comes to developing a winning spirit. Instead, you have to work hard, prepare for success on a daily basis and do everything that's required consistently well. It's a regime that can be learned, and once integrated becomes self-perpetuating and contagious.

"Competitive sports are one of the best preparations for life, reflecting, as they do, the highly competitive nature of the world around us. I never wanted anyone on my team who didn't passionately care about rising above the competition – and winning. If winning wasn't important, people wouldn't keep score. Like it or not, we live in a world that keeps score."

– Joe Montana

The 16 Principles That Drive Performance Excellence

1. Preparation Pages 2 - 4

Performance excellence never happens in isolation. Rather, it is the result of careful preparation and a deliberate effort to ready yourself for optimal performance. To prepare well, find what works best for you and then keep doing that day-in and day-out. In the world of preparation, repetition is king because it delivers a sense of mastery and self-confidence. The foundation for your own road map to performance excellence is to prepare consistently and well.

Individual preparation	▶ 1 Know what you want	Identify your goals and turn clarity into action
	▶ 2 Love what you do	Passion lifts performance to higher levels
	▶ 3 Practice with a purpose	Look at practice as an opportunity and a privilege
	▶ 4 Strive for excellence	Work to surpass your optimistic expectations
	▶ 5 Find the confidence within	Learn to trust your abilities and best efforts
	▶ 6 Fail fast and then move on	Use setbacks as opportunities to learn

2. Teamwork Page 5 - 6

In winning teams, people genuinely care about whether or not the others succeed. For a great team performance to happen, there must be a willingness on everyone's part to help the others perform exceptionally well so a common goal can be achieved. This is less dependant on the external circumstances than most people realize, and more about the internal chemistry – trust, commitment, inspiration, attitude and leadership.

Teamwork	▶ 7 Cultivate the right attitude	Be a positive spark for every team you're part of
	▶ 8 Lead by example	Great leaders always walk the talk themselves
	▶ 9 Remember the "I" in "Team"	Strong teams are made up of strong individuals
	▶ 10 Build trust and consideration	Have confidence others will do what they say
	▶ 11 Welcome pressure	Compete against the best whenever you can

3. Attitude Pages 7 - 8

Achievers don't get temporarily inspired and then slip back into old routines. They find ways to integrate more of what works into their everyday lives. Great successes are built on a continual stream of small wins day-in and day-out. This is the only way to rise above unforeseen distractions and temporary setbacks. Take full responsibility for how you feel, push onwards and stay focused.

Attitude	▶ 12 Perform in the moment	Focus on the immediate tasks in front of you now
	▶ 13 Visualize your successes	Actively visualize the future you're working on
	▶ 14 Get a coach and inner circle	Have people you trust to confide in
	▶ 15 Act like a champ	Set high standards and do whatever is required
	▶ 16 Appreciate	Appreciate all that is good and right in your life

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