

THE WINNER WITHIN

A Life Plan For Team Players

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MAIN IDEA

The key ingredient of success in any person's life or business career is teamwork.

The building and nurturing of a successful team has the power to magnify the accomplishments of any one person working alone. The team setting creates an opportunity for accomplishment well beyond the ability of just one person.

The dynamics of building a successful team are based around:

1. Starting from the foundation of an innocent climb.
2. Overcoming the power of selfishness for the good of the team.
3. Developing a strong core covenant of trust and commitment between the team members.
4. Rising above the unexpected catastrophies that will come along or a failure to deliver at critical moments.
6. Realising that ultimately, performance limits are self imposed and can be broken through by total mastery.
7. Ultimately rising to the challenge to create a dynasty that will be remembered for a long time.

THE INNOCENT CLIMB

A team of unselfish members, without any impressive success, begins an innocent climb to greatness when the team starts achieving something dramatic. When a team dedicates itself to acting unselfishly, trusting each other and combining instinct with boldness, it is ready to achieve something spectacular.

THE DISEASE OF ME

Unless you learn early on how to handle success, the same forces which can propel your team to the top of the field can also turn around and break the same team apart. That's the awe inspiring power of selfishness.

THE CORE COVENANT

A team starts to move ahead when there is sufficient motivation for each team member to commit to a common core covenant - a set of principles and values which are unchangeable and which define the way team members view the world.

THUNDERBOLTS

Thunderbolts are unexpected catastrophies beyond anyone's control. Successful teams accept that not everything will always go as planned, and that even adversity brings some lessons well worth knowing.

THE CHOKE

A choke is a failure to perform up to expectations right at the most critical moment imaginable. A team chokes when they fail to understand or accept the reality of their position by comparison to their opponent.

THE BREAKTHROUGH

At a pivotal moment, a developing team will suddenly come to the realisation that most barriers strangling performance are self imposed, and equally self dismissed. At that moment, a positive thunderbolt will enable the team to move forward further and faster than ever before.

COMPLACENCY

A team with impressive breakthrough performances runs the risk of slipping into complacency. Overcoming complacency is the last hurdle a truly great team looking to establish a dynasty must overcome. Successful teams keep reminding themselves that somewhere out there lurks a rival who is working harder and planning smarter to take their place.

MASTERY

Replace complacency with a commitment to mastery of ever improving standards of performance. Mastery is built on a foundation of excellence - a continuing desire to raise the level of performance. The pursuit of mastery - a consistent performance at best-ever standards - requires morale and team spirit.

UPPING THE ANTE

Every team aspires to accomplishing something so significant that it becomes a legend within your own field of business. Upping the ante means going beyond excellence into the rare atmosphere of achievement that is historically significant to establish a dynasty.

CORE CRACKING

Even outstanding teams and dynasties break up eventually. Veterans of these teams should remain true to the legacy outstanding teams have created. When the core cracks and members of the team go on to other challenges, a realist will not try to stop the team breaking up but will instead take the lessons learnt in the past as the basis for the future.

MOVING ON

Moving on means to search out new teams, new goals and new challenges to achieve. It is an exhilarating opportunity to move on to a new adventure, and to again start building a team from the ground up.

1. INTRODUCTION

Main Idea

The key ingredient of success in any person's life or business career is teamwork.

Supporting Ideas

Everyone harbours a deep desire to make their lives significant and noteworthy, and to blaze a path to personal fame, riches and success. When it comes right down to bedrock though, everyone is a team player, whether they realize it or not.

Opportunities for team interactions are found in family life, in a neighbourhood, in a business career, in a company and elsewhere. Every team has the potential to take the input of each member and add synergy to create something even better than any individual could ever accomplish working by themselves.

However, successful teams don't happen by accident. In fact, there are more bad or neutral teams in existence than good teams, which illustrates how tricky team building can be.

The same principles of team building which can be learnt in the sports arena apply equally powerfully in a business context. There are common challenges that both sports and business people face in their quest for excellence.

The complex inner rhythms of teams are a key to creating reality out of dreams. Powerful emotions are unleashed in the context of successful teamwork - emotions such as ambition, power, effectiveness, cooperation and selflessness.

The team setting has a way of making individuals succeed in their critical moments of challenge. Successful teams help individuals maximize every opportunity that comes along. They are the breeding ground of leadership talent and expertise.

Key Thoughts

"My entire life's education is the principles of what it takes to be a winner."

— Pat Riley

"There is only one formula for success in the 90's - teamwork."

— Anthony Robbins

"Teamwork is the essence of life."

— Pat Riley

2. THE INNOCENT CLIMB

Main Idea

A team of unselfish members, without any impressive history of past successes, will begin an innocent climb to greatness when the team starts achieving something dramatic.

When a talented team dedicates itself to acting unselfishly, trusting each other and combining instinct with boldness, it is ready to achieve something spectacular.

Supporting Ideas

Most people have strong territorial instincts. We all like to stake out our own space, whether in a family or business context. Therefore, when building a strong team, a good technique is to harness those territorial instincts for the good of the team.

Innocence - the ability to trust teammates and the fact they will perform given the chance - is an important step in suppressing territorialism. Innocence is a state of mind that if you give of your best to the team effort, you'll get your fair share of good fortune over the long haul.

Even more powerful is innocence with experience. This occurs when a group of individuals become totally and unequivocally committed to the success of the team, and voluntarily agree to combine efforts and go as far as possible.

There is a world of difference between innocence and being naive. Being naive means failing to understand what is required to succeed. Being innocent, by contrast, means understanding that everybody needs their own space, but being personally willing to put those personal feelings aside for the good of the team as a whole.

Innocence is a positive choice made in the belief that the team can achieve something great.

Key Thoughts

"The best way to cheer yourself up is to cheer everybody else up."

— Mark Twain

"Great men are meteors designed to burn so that earth may be lighted."

— Napoleon

"Man's mind stretched to a new idea, never goes back to its original dimensions."

— Oliver Wendell Holmes

"When elephants fight, it is the grass that suffers."

— Kikuyu proverb

"Believe that life is worth living and your belief will help create the fact."

— William James

"We must either find a way or make one."

— Hannibal

