

## Why Coaching Works

# COACHES

Every arena needs a coach that acts as a guide and leader for the positive benefit of the arena team. In some arenas there can be co-coaches, player-coaches and coaching changes depending on the activity.

### **Successful coaches build teams and individuals into winners by:**

- Motivating players to perform at high daily standards
- Administrating the team within the team mission statement
- Managing the team towards its objectives within the team principles, philosophies and guidelines
- Understanding and communicating the roles of each player
- Understand the strengths and growth areas of the team
- Utilizing tactics and strategies at the right time
- Teaching and re-enforcing basic fundamentals
- Knowing the individual and team “Zone” formulas
- Listening and acting on player’s requests, desires and needs
- Understanding the “CHAMPION ZONE”
- Preparing for adversity and possibility

# **WHY PLAYERS BECOME GREAT**

- They compete with themselves & try to beat themselves
- They have goals that are clear and ambitious
- They believe and expect positive results
- They have an open mind for learning
- They have an absolute will to give the maximum
- They have an absolute demand from themselves
- They are independent
- They take responsibility
- They are team oriented
- They are dependable and loyal
- They have a take charge personality in a crisis
- They are proficient at executing the basic fundamentals
- They hone the arena fundamentals through tireless repetition
- They consistently reach high daily standards of performance
- They reach peak performance during “moments of truth”
- They are the best prepared in the arena

# **WHY COACHES BECOME GREAT**

- He (she) gives challenges in a way I can perform my best.
- He is a good example.
- He has confidence.
- He gives reasons for instructions and procedures.
- He lets me make my own decisions based on something we agree upon.
- He cares about me and how I'm doing.
- It is not important for him to stand out.
- He doesn't let me give up.
- He gives me advice in a direct fashion especially when learning something new.
- He can involve himself and put himself in my position.
- He is definite and just.
- He is result oriented.
- He lets me work out my own problems, but gives me support all the time.
- He let's me know where I stand.
- He is a good listener.
- He is easy to talk with.
- He is honest and keeps his promises.
- He gets the team to work towards team goals.
- He works harder than anyone else.
- He is proud of his players and team.
- He gives positive feedback.
- He never says "I told you so".
- He is straightforward.
- He practices the "open door" policy.
- He inspires his players toward loyalty to the team.

- He wishes to hear his associates and players' ideas.
- He shows that he values success.
- He is open and honest and doesn't hide bad news.
- He is a good motivator.
- He is patient.
- He always says "we" instead of "I".
- He has a stabilizing effect during a crisis.
- He wishes success and will work for it.
- He acts swiftly and decisive under pressure.
- He is always there when needed.
- He thinks of new ways to get the team productive and focused on team goals.
- He comes early and leaves late.
- He's tough and dares to choose the confrontational line if necessary.
- He has the ability and skill to delegate.
- He can take blame and give credit to others.
- He can resolve conflicts.
- He knows when and how to fire people.
- He makes his associates and players successful.
- He looks on problems as possibilities.
- He delivers passion in his daily work.
- He is repetitious in his teachings; however, his delivery is varied.
- He has vision of how the results will be.
- He does not over-coach. He believes less is more.
- He coaches in the "present" tense according to a well thought out plan.
- He surrounds himself with positive associates.