

DEFINITE DOZEN FROM SUMMIT BOOK BY JEANNIE HEBERT

1. **RESPECT YOURSELF AND OTHERS**
 - Essential to group cohesion
 - Make eye contact
 - Be on time
 - Everyone has to do their part – no job is too big or too small
 - You never get a second chance to make a first impression

2. **TAKE FULL RESPONSIBILITY**
 - Responsibility is a constant state of being
 - Responsibility building block in both personal and team growth
 - It evolves
 - Ambition is uncomfortable by definition
 - Take care of one small thing at a time
 - Sweat the **SMALL THINGS**
 - Demand responsible behavior – coaches demonstrate, clear, and understood
 - Responsibility equals accountability equals ownership
 - Accountability: If you don't admit a mistake and take responsibility for it, you're bound to make the same one again

3. **DEVELOP AND DEMONSTRATE LOYALTY**
 - "Family" – truth not what want to hear
 - Loyalty is a value not prescription for success
 - Unified front: what said in locker room stays in locker room
 - Selfless proposition
 - Won't ever have it unless willing to give it away first

4. **LEARN TO BE A GREAT COMMUNICATOR**
 - Talk, body language, facial expression, eye contact, listening, yelling
 - Avoids confusion, eliminate mistakes

5. **DISCIPLINE YOURSELF SO NO ONE ELSE HAS TO**
 - Self-discipline
 - Discipline is only sure way to convince people to believe in themselves
 - Discipline is internal mechanism that self-motivates you
 - Purpose to produce a unified, consistent effort toward a common goal
 - 9/10 of discipline is having the patience to do things right
 - **FAIR, FIRM, CONSISTENT**
 - Task not done until done completely
 - Attitude is a choice
 - Visualization is a good aid
 - Self-respect and long term success is real reward
 - Provide your own structure for life

6. MAKE HARD WORK YOUR PASSION
 - Need to feel worked to hard to not win
 - Think big, focus small
 - Long range, short range, daily goals
 - Daily improvement
 - Everybody wants to win, but few are willing to prepare to win
 - Hard work in your control
 - The results of hard work are fun/rewarding

7. DON'T JUST WORK HARD, WORK SMART
 - Combination of efficiency and effectiveness that helps succeed without wasted motion and with perspective
 - Matter of sizing up a job and deciding on best way of doing it
 - Knowledge, Confidence, Relaxation, Results
“Knowledge builds confidence, which causes you to be relaxed, which give you good results”
 - Emotion is way of rational decision making under pressure
 - Balance of what best at, worst at, and settle for interest of program

8. PUT THE TEAM BEFORE YOURSELF
 - Sharing
 - Recognize that personal ambition and ambition of team ore ONE and THE SAME
 - Teamwork is what makes common people capable of uncommon results
 - Honest with people
 - No one more important then any other
 - Partnership – halves sorrows and compounds joys

9. MAKE WINNING AN ATTITUDE
 - Believe in ourselves
 - Attitude between emotion and logic – leader
 - State of mind
 - “Fate saves a warrior when his courage endures.
 - Attitude is a choice: What you think you can do
 - Competitiveness is first cousin to leadership

10. BE A COMPETITOR
 - Competitiveness separates achievers from the average
 - Explore yourself and surprise yourself
 - Requires commitment, risk, and soul-searching
 - Compete against the BEST
 - More inside you than you think
 - Competitiveness allows you to influence you opponent
 - DEFENSE IS EFFORT\
 - Competitors seek revenge for loses
 - Competitors want to prove everyone else wrong
 - Competitors essentially selfish

11. CHANGE IS A MUST

- Change is the opposite of security and familiarity
- Self-improvement
- Changing the tempo
- Change is risky, forces opponent to hesitate
- Change weakness into strength
- Change players positions
- Changing your rhythm gives you the attitude in control
- Fundamental change takes determination

12. HANDLE SUCCESS LIKE YOU HANDLE FAILURE

- Failure hard to shallow and much easier to remedy
- Success is not overcomplicated it's a matter of focus
- Multiple achievements leads to spiraling expectations
- Real success is when you become independently self-motivated
- Humor to handle success and failure