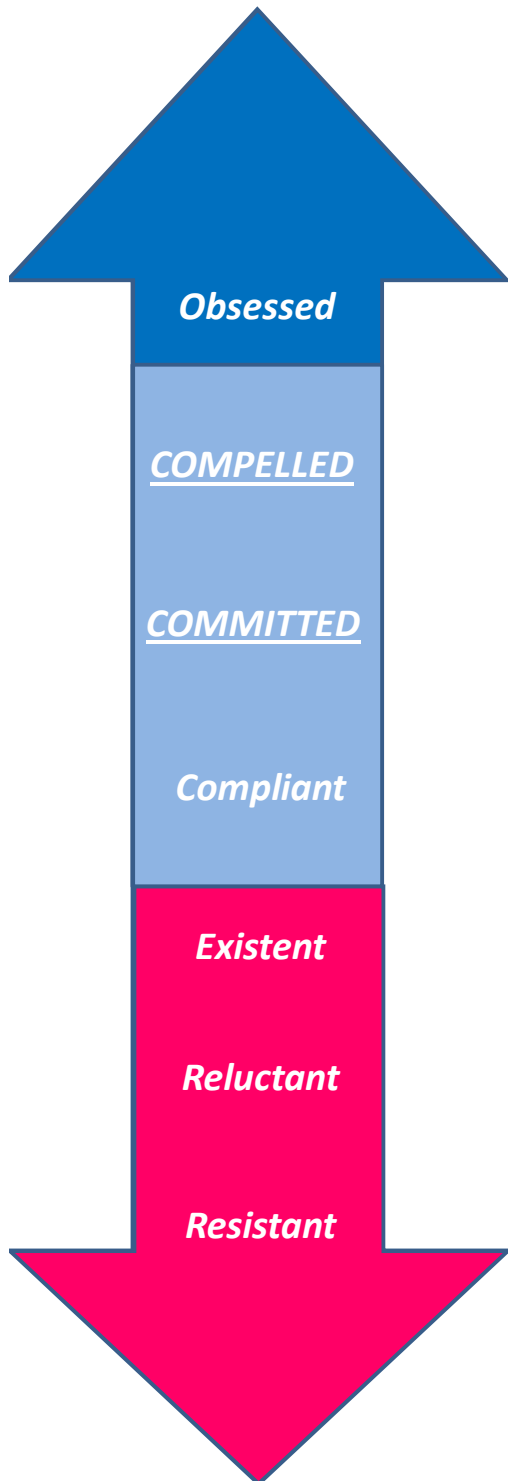


COMMITMENT CONTINUUM™

Where are you?



Definition

Obsessed: So consumed with achieving a specific goal that perspective is lost. Unmerciful drive in the relentless pursuit of goals. Disregard for a balanced life. Fine line between compelled & obsessed, but an important distinction.

Compelled: Regardless of adversity, obstacles & distractions, compelled people find a way to get the job done to the highest level. Never go through the motions. Maximises every opportunity. Highest expectations.

Committed: Willing to go the extra mile to achieve a goal. Self-motivated meaning they do not need to be told or watched. Takes initiative to do what is necessary to get the job done.

Compliant: Does what they are told but lacks initiative to go above & beyond. Does enough to meet the standard, but does not do any extra. Needs to be supplied with direction & motivation.

Existent: There in body, but not in mind & spirit. Shows up but gives little more than their presence. Goes through the motions with little enthusiasm. Contributes & gains little.

Reluctant: Not yet willing to buy in. Hesitantly does what is asked, only giving half effort & enthusiasm. Skeptical about committing because often concerned that the investment will not pay off.

Resistant: Not open to being influenced. Does not agree with the rules & standards, instead pulls in the opposite direction. Openly opposes & complains.

Example Behaviours

- Lack of sleep due to work load, trains excessively even at the risk of injury or burnout, immoral & prepared to break rules to achieve
- Lacking balanced lifestyle, cannot switch off & socialise
- Knowing everyone else's improvement card
- Goes for a 10km run before completing planned training program

- Student of the game – knows the benchmarks & wants to exceed them
- Always extremely well prepared (diet, recovery, S&C, equipment)
- Never needs coach to drive session – always highest quality application
- Complete understanding of their priorities & exhausts every resource & opportunity to maximise chances of success

- Very seldom needs coach to drive the session
- Proactive contribution to the culture – good role model
- Willing to go the extra mile (court time / gym, pushes to exhaustion)
- Understands what is required to improve, can self-reflect & problem solve by themselves

- Happy to fulfil all requirements of the session but never asks for more
- Ticks all boxes (intensity, recovery, diet, equipment) but needs to be told
- Is part of the program – does not detract, but does not add
- Easily influenced by external factors (negative or positive)

- Completes most sessions, but with no real spirit
- Needs to be pushed to work at all
- Poor intensity when coach is not there
- Looks for outs & excuses (tired, stiff, rain, homework)

- Most sessions are driven by coach
- May complete sessions but attitude detracts from strong culture
- Generally will not work hard in areas that are out of their comfort zone
- Actively tries to pull people down or acts jealous

- Does not respect or adhere to advice or instruction
- Disorganised, regularly late for sessions & looks for shortcuts
- Poor attitude & intensity
- No buy-in to do what is required to get better
- Makes excuses & blames others