Coach Reed

Warriors Not Winners
The Contract

www.coachreed.com/passtheball
Tell Me Your What...

Tell Me Your Why...
The Wrong Why: Peaks and Valleys
Our Game Plan Today

- Warriors vs. Winners
- The Warrior Culture
- Building Warrior Cultures
- #PasstheBall
- The Systematic Approach
Warriors Not Winners

Winner
- Trophy-Driven
- Externally Motivated
- Fixed Mindset
- Outcome-Oriented
- Seek Perfection
- Glory-Based

Warrior
- Purpose-Driven
- Internally Motivated
- Growth Mindset
- Process-Oriented
- Seek Excellence
- Values-Based
Warriors Not Winners

Winner
Self-ful
Win at All Costs
Hidden Mission
Compete Against
Short-Term
I’m Done with
My Mountain!

Warrior
Selfless
Compete at All Times
Shared Mission
Compete With
Long Term
Where’s The
Next Mountain?
Warriors Not Winners

Winner
In The Game

Warrior
BEYOND The Game
The Warrior Culture
Building a Warrior Culture

Understand the Why

Define the What

Empower the How

Focus on the Who
Building a Culture: Inside Out

Cultural Mantra

Habits of Excellence

Values

Mission

Why

What

How

Who
Systemize The Culture: An Example

Core Values

- We are Responsible. Did I prepare appropriately? Consistent, Reliable, Autonomous, Meticulous attention to detail.
- We have Integrity. Do I do what I say I am going to do? Honest, Accountable, Trustworthy, We own it.
- We are Passionate. Am I passionate about my job? Care for our community, Connect with others, We do what is best for the child, Share our hearts.
- We are Mission Focused. Am I contributing to the success of the team? Driven to positively impact our community, Go above and beyond, We intentionally give back, Grow professionally and personally.

Mission-Focused Coaching

Responsibility, Genuinely Happy, Passionate, Integrity

The Soccer Shots Way Values-Based Training Program
Systemize The Culture: Habits

**Core Values**

**We are Responsible.**
- Did I prepare appropriately?
- Consistent
- Reliable
- Autonomous
- Meticulous attention to detail

**We have Integrity.**
- Do I do what I say I am going to do?
- Honest
- Accountable
- Trustworthy
- We own it!

**We are Genuinely Happy.**
- Am I passionate about my job?
- Grateful for opportunity
- Create community
- Fun
- Playful

**We are Passionate.**
- Am I contributing to the success of the team?
- Driven to positively impact our community
- Go above and beyond
- We intentionally give back
- Grow professionally and personally

**We are Mission Focused.**
- Put the children first at all times
- Tell our story to EVERYONE

**Responsible**
- Know all children by name
- Greet all school personnel on arrival
- Continually take head counts/attendance

**Genuinely Happy**
- Give fist bumps and high fives to everyone
- Happily greet all parents in attendance or nearby

**Passionate**
- Always early and set up ahead of time
- Go over if we are running late getting started
- Responsibly give feedback and accountable enough to receive it

**Integrity**
- Communicate openly and often
- Say what we will do and do what we will say
- Stay on top of our Extra Effort Items

**Mission-Focused**
- Put the children first at all times
- Tell our story to EVERYONE
Systemize The Culture: Mantra

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  - Did I prepare appropriately?
  - Consistent
  - Reliable
  - Autonomous
  - Meticulous attention to detail

- We have Integrity
  - Do I do what I say I am going to do?
  - Honest
  - Accountable
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  - We own it

- We are Passionate
  - Am I passionate about my job?
  - Care for our community
  - Connect with others
  - We do what is best for the child
  - Share our hearts

- We are Mission Focused
  - Am I contributing to the success of the team?
  - Driven to positively impact our community
  - Go above and beyond
  - We intentionally give back
  - Grow professionally and personally

Sweep The Shed

What's Your Echo

High Fives Change Lives

Plan to Fail but Don't Fail to Plan

Leave the Jersey in a Better Place
Ritualize the Culture: An Example
If “We” Build It...
#PassTheBall
Talk Amongst Yourselves...

Coach Reed

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