



Coach Reed

# Warriors Not Winners

# The Contract

[www.coachreed.com/passtheball](http://www.coachreed.com/passtheball)



Tell Me Your What...

Tell Me Your Why...

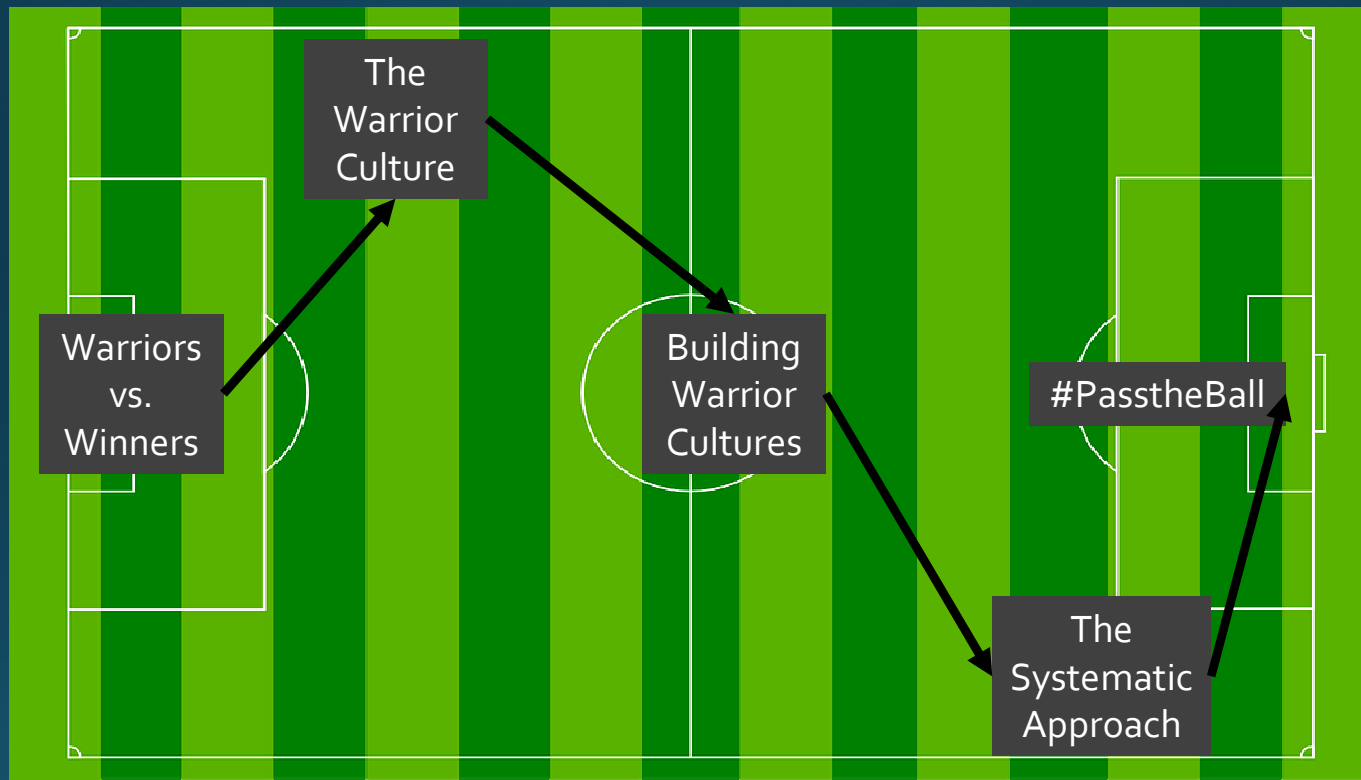


# The Wrong Why: Peaks and Valleys





# Our Game Plan Today



# 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

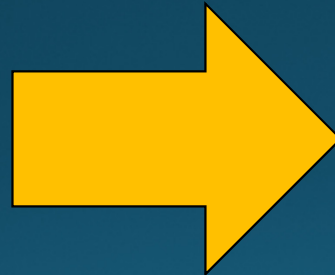
Long Term

Where's The  
Next Mountain?

# Warriors Not Winners

Winner

In The  
Game

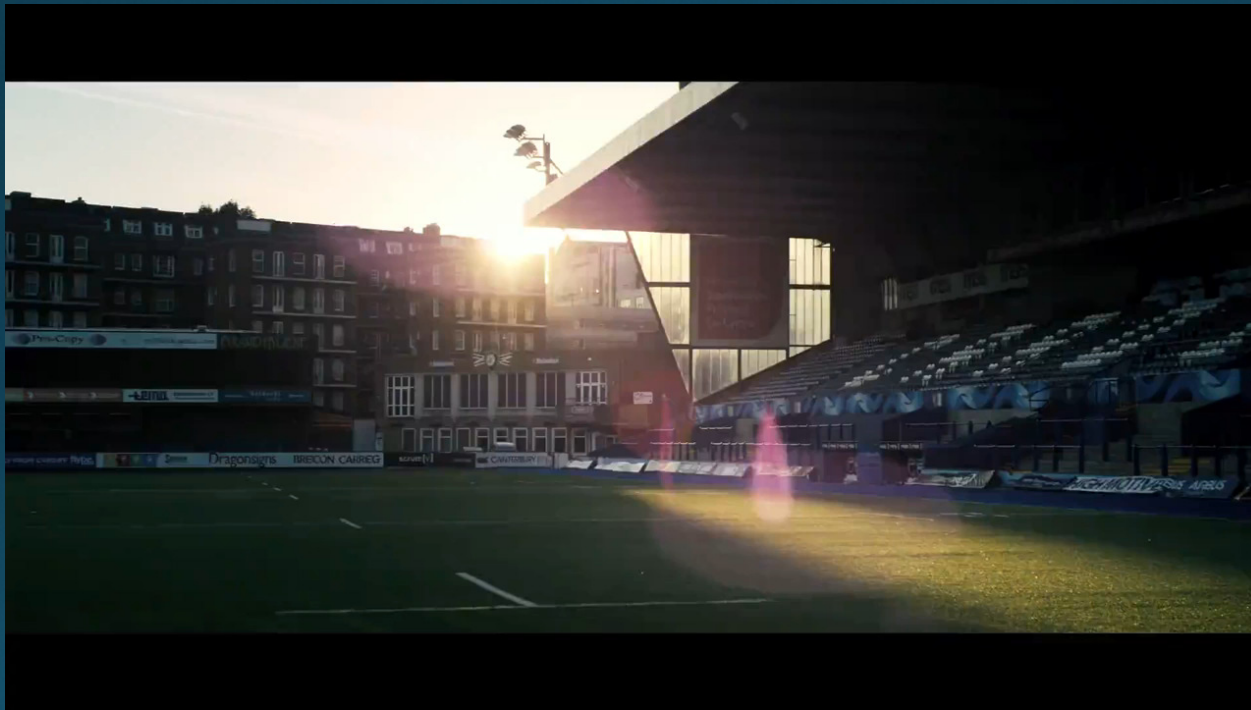


Warrior

**BEYOND**  
The Game



# The Warrior Culture



Sweep The Sheds

Go for the Gap

Keep a Blue Head

Follow the Spearhead

Ritualize to Actualize

Play with a Purpose

Be a Good Ancestor

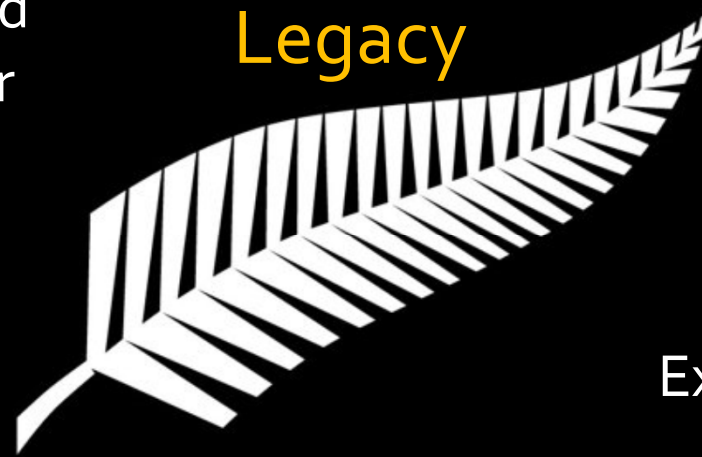
Legacy

Train to Win

Know Thyself

Leaders are Learners

Sacrifice



Embrace Expectations

Invent a Language

#PassTheBall

Values-Lead and Purpose-Driven



# Building a Warrior Culture

Understand the Why

Define the What

Empower the How

Focus on the Who



# Building a Culture: Inside Out

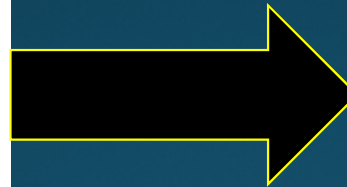




# Systemize The Culture: An Example



# Systemize The Culture: Habits



- 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



Sweep The Shed

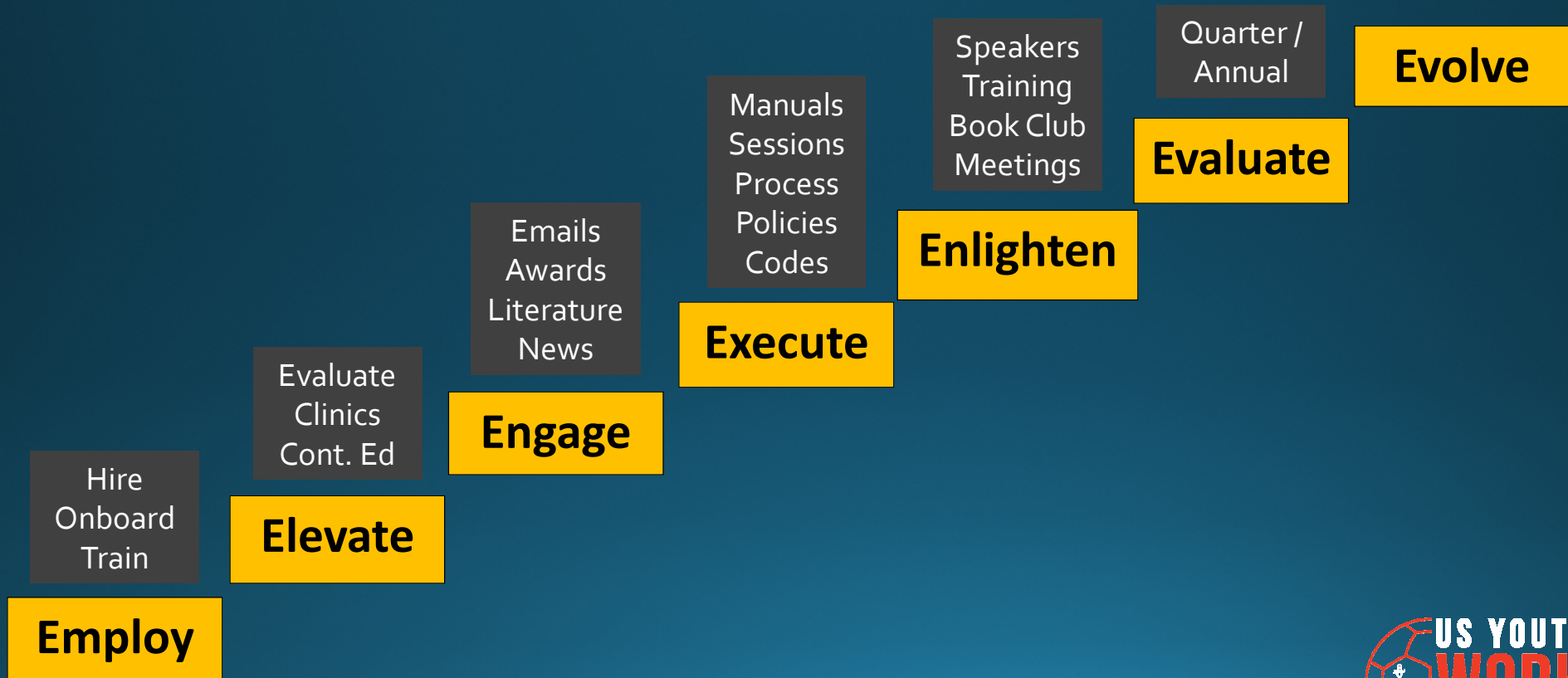
What's Your Echo

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





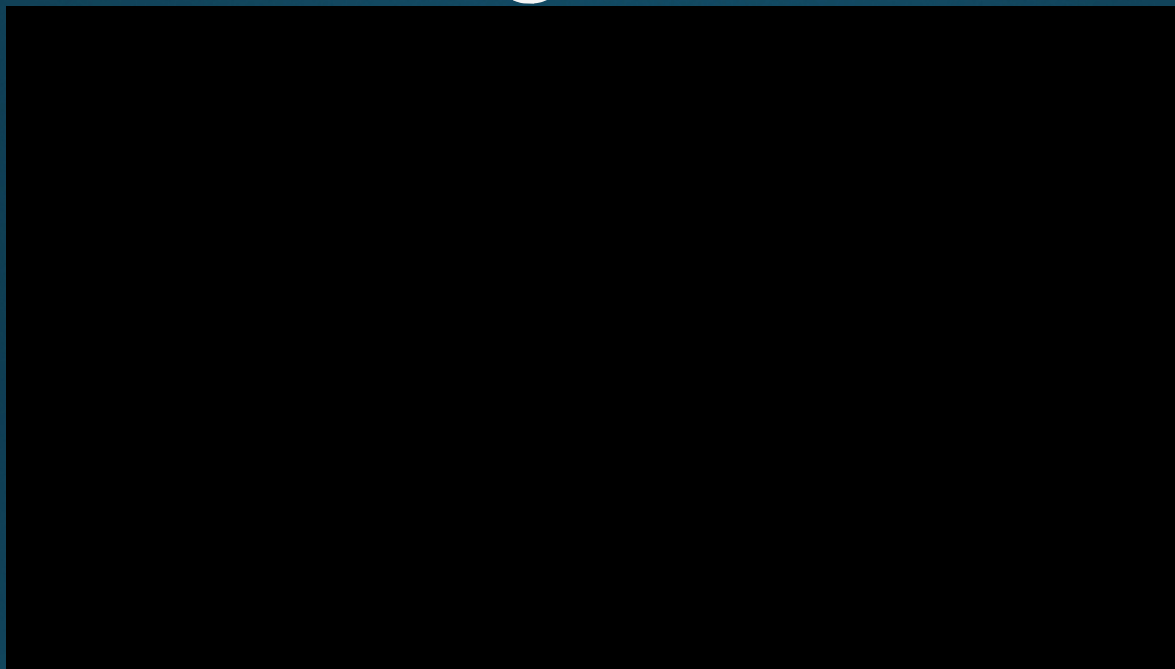
# If "We" Build It...



# #PassTheBall



# Talk Amongst Yourselves...



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