**Training Camp**

*What the Best Do Better Than Everyone Else*

*Jon Gordon*

**People & Thoughts that Shaped Gordon’s Book:**

1. *I believe that the key to success is to be a lifelong learner – to always be learning and growing.*
2. “*Ability and sustainability*” from Atlanta Falcons head coach, Mike Smith
3. Tony Boselli, former Pro Bowl lineman for the Jacksonville Jaguars
   a. “*Being uncomfortable as a part of growth*”
   b. “*Embracing fear*”
   c. “*During training camp everyone turns to something, and you have to turn to the right things.*”
4. John Wooden
   a. “*Focusing on the process*”
   b. “*Continuous improvement*”
5. “*It’s not about you*” from Pastor Rick Warren
6. “*Champions do ordinary things better than everyone else.*” from legendary Pittsburgh Steelers coach, Chuck Noll
7. Gordon interviewed the top sales people in a financial company and was expecting to hear new sales techniques, but instead heard this:
   a. *They worked hard*
   b. *Focused on the fundamentals*
   c. *Stay positive*
   d. *Had a great desire to succeed and make an impact*
8. To be great in your field, it is a process and it requires:
   a. *Initiative*
   b. *Dedication*
   c. *Focus*
   d. *Loads of positive energy*
9. Life is a team sport

**Eleven Traits of the Best of the Best**

1. The Best know what they truly want.
2. The Best want it more.
3. The Best are always striving to get better.
4. The Best do ordinary things better than everyone else.
5. The Best zoom-focus.
6. The Best are mentally stronger.
7. The Best overcome their fear.
8. The Best seize the moment.
9. The Best tap into a greater power than themselves.
10. The Best leave a legacy.
11. The Best make everyone around them better.
The main characters in the book are Coach Ken and his player, Martin. These are 10 of my favorite passages from the book as Coach Ken shared his years of wisdom with his player:

1. “Everyone says they want to be great, but very few are willing to pay the price. When a player asks me how to get to the next level, I ask them how much they want it. Because if you want it you’ll be willing to pay the price and invest the time, energy, sweat, and dedication that greatness requires. People think it’s all about talent. It’s about infusing talent with heart, soul, spirit, and passion. It’s about doing the things that make the best of the best better than everyone else. And these things have nothing to do with talent.”

2. “I think a lot of people spend their life being average or good at something but they don’t strive to become great… whatever you do, don’t be a 50 percent. Invest 100 percent and every ounce of your energy in knowing what you want and becoming great at it.”

3. “You are either getting better or worse but never staying the same. That’s why the best are always pushing themselves out of their comfort zone as they strive to get better.”

4. “The fact is that past success does not determine future success. Future success is the result of how you work and prepare and practice and how you strive to improve every day. It’s a commitment that the best of the best make every week, every day, every hour, and every moment. Force yourself to be uncomfortable. Let it move you toward growth and action. Live and work with passion. Always strive to get better – and you will.”

5. “The Game-Day Principle”
Five percent of a person’s life is made up of our performance on game day, while 95 percent is made up of the time we are preparing, practicing, and waiting to perform. How we practice and perform with 95 percent of our time determines how we perform on game day. It requires thousands of hours of practice, dedication, hard work, and focus.

6. “You must become a master of the ordinary. The best of the best accomplish extraordinary feats by doing ordinary things with extraordinary consistency, commitment, and focus.”

7. “Great coaches, great teams, great players, and the best at what they do are able to zoom-focus, to create a system and process to master the fundamentals. This system and process drive the way they think, their practice and preparation, and how they approach each day. Over time, by committing to this process and system, the best develop their skill and enhance their performance as they strive for excellence and perfect execution.”
8. “BEING MENTALLY STRONG MEANS YOU STAY POSITIVE THROUGH ADVERSITY. IT MEANS YOU ARE RESILIENT WHEN FACING PRESSURE, CHALLENGES, AND CHANGE.”

9. “THE BEST SEIZE THE MOMENT BECAUSE THEY DON’T ALLOW THEIR FEAR OF FAILURE TO DEFINE THEM. THEY KNOW THIS FEAR EXISTS, AND THEY OVERCOME IT. THEIR FAITH IS GREATER THAN ANY SCORE, PERFORMANCE, OR OUTCOME.”

10. “EVEN THOUGH THE BEST HAVE A DREAM AND A VISION WITHIN THEIR SIGHTS, IT IS THE JOURNEY, NOT THE DESTINATION, THAT MATTERS MOST TO THEM. THE MOMENT IS MORE IMPORTANT THAN ANY SUCCESS OR FAILURE. THE MOMENT IS THE SUCCESS. THE MOMENT IS THE REWARD.”