

Corporate Athlete checklist

How far will you go to be the best?

This questionnaire is built from the seven s's of sport. These are critical elements that distinguish high performing athletes from the rest of the pack – all of these elements can be applied equally as well to business.

Take 5 minutes to respond to the following statements. Simply tick either in the yes box or the no box depending on whether or not you agree with the statement.

Be honest – it is the only way you will gain benefits. We also encourage you to give this checklist to a couple of members of your team and compare your answers.

If you always do what you've always done. You will always get what you've always got

Strength – your ability to pull through no matter

what you are facing

- | | Yes | No |
|--|-----------------------|-----------------------|
| 1. Do you and your team have a positive sense of purpose for why you do what you do? | <input type="radio"/> | <input type="radio"/> |
| 2. Are your individual and team goals readily available and easy to read? | <input type="radio"/> | <input type="radio"/> |
| 3. Do tough times make your team pull together to resolve challenges rather than withdraw and focus on self? | <input type="radio"/> | <input type="radio"/> |
| 4. Are your team certain about their role and difference they can make to the business and its customers rather than just doing a job? | <input type="radio"/> | <input type="radio"/> |

Stability – At the core, this is about your team's

make up and their attitude to work

- | | | |
|---|-----------------------|-----------------------|
| 5. Do you have better than average attendance, sickness and lateness? | <input type="radio"/> | <input type="radio"/> |
| 6. Does your team have an optimistic outlook on work? | <input type="radio"/> | <input type="radio"/> |
| 7. Does your team avoid getting into critical commentary about the way the business operates? | <input type="radio"/> | <input type="radio"/> |
| 8. Do you have a GREAT relationship with every member of your team? | <input type="radio"/> | <input type="radio"/> |

Speed – your ability to rapidly response to new

initiatives within the business with focus and drive

- | | | |
|--|-----------------------|-----------------------|
| 9. Are you a positive role model for change to your team? | <input type="radio"/> | <input type="radio"/> |
| 10. Do your team members know their strengths and development needs at all times? | <input type="radio"/> | <input type="radio"/> |
| 11. Do your team members know at all times where you are against target? | <input type="radio"/> | <input type="radio"/> |
| 12. Do your team keep up to date for themselves not only with your business but also its competitors and the marketplace within which you operate? | <input type="radio"/> | <input type="radio"/> |

Suppleness — your ability to flex your working practices to do more of the right things more of the time.

- 13. Do you celebrate wins together no matter how small?
- 14. Are you and your team physically resilient?
- 15. Are you and your team emotionally strong?
- 16. Do your team regularly share ideas for improvement amongst its members?

Sustenance — the fuel to keep your team developing in today's ever changing world

- 17. Do you regularly give feedback and spend time with individual's discussing work outside of the formal 121?
- 18. Do you enable team members to share ideas in team meetings/briefings rather than you downloading information?
- 19. Do you actively seek out ways to show you care with each individual in your team?

Spirit — your ability to connect with members of your team

- 20. Do you challenge negativity in your team?
- 21. Do you give space and time for each member of your team to make a positive contribution to discussions rather than letting the same few speak up all the time?
- 22. Do you know the 5 personal needs of every member of your team and have discussed how work can help them achieve these needs?

Sleep (in corporate terms, rest and reflection) — your ability to switch off and recharge your batteries

- 23. Do you leave work each day content that you have achieved?
- 24. When at home are you able to switch off from work?
- 25. Do you welcome your team in the morning with a positive focus and leave them at the end of work in a positive state, having reviewed the successes of the day?

For every yes you ticked –congratulations. It is easy to forget to do some of these activities when the going gets tough.

For every no, just take a look and think, “what would it take to make a difference here?” Also have a look at the tip sheet for quick ideas about how you can improve in each element.

In essence, if we want to direct our lives, we must take control of our consistent actions. It's not what we do once in a while that shapes our lives, but what we do consistently.

Tony Robbins