

5 Choices

John Kennedy, PGA

Introduction

- Goal- How to best achieve your goals
- Tales from the Lesson Tee- Why golfers struggle to improve
- You Can Do It- How people change
- Change is a challenge- Rotella
- We make these 5 choices every day. Do your choices support your goals?
- Select one goal you have and see how these decisions can help you achieve it

Choice #1: Gratitude

- Appreciate all you have- along with the future opportunities you may have
- Attitude provides opportunities
- What others have- what you used to have- focus on these, and you are feeding negativity
- Focus on what you can control- your attitude, and your behavior every day

Choice #1: Gratitude

- Best way to show gratitude- best effort today
- Grateful people help others- less self-focus- better performance, better life
- Ungrateful people respond poorly to negative outcomes
- Make the most of each day- makes you a better performer and person to be with

Choice #2: Honesty

- The desire to know what is real
- Progress possible when starting from reality
- Progress only possible if heart is in it
- Say yes to two questions:
 1. Can I do it?
 2. Is it worth it?

Choice #2: Honesty

- Elephant/Rider- Heart wins
- Dealing with setbacks, easier if heart is engaged- harder to stop you
- Easier to adjust course, or recognize gains, if you see things clearly
- Does your behavior serve your goal?
- Say, “I’m glad I did it”, not, “I wish I had”

Choice #3: Planning

- Knowing your destination and the steps to get there
- One of a Club Professional's biggest challenges- making time to plan
- Failing to plan- planning to fail
- Write goal- read weekly:
 1. What- be specific
 2. Why- this provides inspiration during challenges
 3. When- helps evaluate progress, sense of urgency

Choice #3: Planning

- Seek expert advice- misinformation creates detours
- Supportive environment- people who believe in you and your goal, places that encourage productive behavior
- Pressure- trying to do something for which you are not prepared
- Past need not equal to the future- good plan, good information, good behavior- new result possible
- Choose to plan

Choice #4: Behavior

- Committing to process over outcome
- We are what we repeat
- Maximum two new behavior changes at a time
- Media promises quick results- results that last come from improved behavior
- We are all more capable- set your goal beyond your current ability
- Wooden- Get a little better every day- over a period of time, you get a lot better

Choice #4: Behavior

- Journey of 1,000 miles starts with first step
- Use other's stories to inspire you- Langer
- Ask your subconscious each night for answers
- Pain is inevitable, despair is optional
- “Is this my best?” vs. “That’s good enough”
- Choose behavior over outcome

Choice #5: Discipline

- Doing what does not come easily
- The better your habits, the less discipline you will need
- New habits in 60 days
 - Is your goal worth 60 days of your time?
 - Does the new result mean enough to you?
- Willpower has a daily limit- schedule “I will” tasks when you have the most energy

Choice #5: Discipline

- Discipline in one area leads to discipline in other areas
- Name the negative you- respond positively when they arrive- it will help avoid negativity
- “Who can stop this?” vs., “Who will let me do this??”
- Discipline encourages results

Summary

- Daily choices:
 - Correct ones provide fuel for success
 - Poor ones make our journey more difficult
- Gratitude- Appreciate today- be excited for tomorrow
- Honesty- see yourself and your world more clearly
- Planning- Establish your goals roadmap

Summary

- Behavior- Honor effective effort before outcome
- Discipline- Establish new habits to meet future challenges
- Good choices make the path smoother and the journey more enjoyable

Books About Change

- *Switch: How to Change Things When Change is Hard* by Chip and Dan Heath
- *Mindset: How You Can Fulfill Your Potential* by Dr. Carol S. Dweck
- *One Small Step Can Change Your Life* by Robert Maurer, Ph.D.
- *The One Thing* by Gary Keller
- *The Willpower Instinct* by Kelly McGonigal, Ph.D.
- *The Obstacle is the Way* by Ryan Holiday

Discussion/Q&A
