



WORK BOOK

THE CHAMPIONSHIP LEADERSHIP COURSE

Will help you to take your leadership to the next level, to find ways to impact, guide, lead, and inspire others to greater levels than they are able to get out of themselves on an individual basis.

THE 4 RULES OF CHAMPIONSHIP LEADERSHIP

RULE #1 → BE OPEN

What does it mean to be open?

To be open is the opposite of closed and if that is the way that you are, then that is the result that you would get. **So don't be closed, be open.**

Four of the most devastating words in our language is
"I already know that" or "I've already done that."

Be open throughout this course and put all of your prior experience, education, training aside with the goal of becoming a Championship Leader in your life.

RULE #2 → DETAILS MATTER

If you are going to expect yourself and others to be able to pay attention to the big details when everything is on the line, first you have to start with the smallest of details, especially when no one is watching.

Get used to paying attention to the smallest details throughout the things that I'm saying, how those could apply to your life, how those show up for you inside of your life again so that we can help you to become a Championship Leader.

RULE #3 → ALL IN

To be all in would be like diving headfirst into the deep end of the pool, not testing the water to see if it's warm or cold or the right temperature.

Being **all in** no matter what, because you want to have the ability to continue to improve and to become a **Championship Leader**, and to inspire others to get more out of them than they would on their own.

And so that's what I'm asking you to do as you go through these seven key characteristics of **Championship Leadership** - **be all in**.

RULE #4 → LEADERS LEAD

There's a lot of weight that we carry as leaders that we're willing to carry because we know that's the role that we're taking on.

Leaders Lead.

You're a Leader.

Everyone is a Leader, whether they like it or not.

And so I'll ask you to be a leader throughout this course and to get the most that you can out of it.

Let's play by those rules at a high level.

What are three different areas where we are in creation when it comes to Championship Leadership?

- Creating
- Creating
- Creating

- **When I talk about creating yourself, who do you show up to be?**

- **How do you carry yourself as a leader?**

- **So that's the first piece to creating yourself, creating experiences?**

There's a great quote or saying by Maya Angelou



*"People will forget what you said,
people will forget what you did, but
people will never forget how you made them feel."*

What people remember the most are the experiences they have with you, and how you leave them feeling. Think of teachers, think of other leaders, other people that you work for that you hold at a very high level.

There is no Leadership without

The truest test of a **Championship Leader** or any leader is not what the leader says about themselves or how good that leader thinks that he is as a leader. But what the people around them will say about that person is the truest form of measurement of a leader.

WORK BOOK

#1 CREATE YOURSELF

VIDEO #1



NOTES

A large, empty rectangular area with a dashed border, intended for taking notes.

As a **Championship Leader**, one of the greatest things that you could do for your team and for the people around you is to give them extreme clarity and paint an incredible, inspiring vision for your team, your organization, and your family to be able to buy into and follow.

The one thing about clarity and vision is that you must communicate it, but you can't communicate it just one time and then expect everyone to fall in line.

As a **Championship Leader**, you're constantly communicating with your team, and making sure that they have clarity on what it is that they are doing, why it's so important, and where are they headed through the vision.

As a **Championship Leader**, it's your job to create and paint the vision for the team. Not everyone in your business is going to be as excited about it, actually, no one is more excited about your business than you.

If you create a vision and a purpose inside of your organization that is so big and so inspiring, your people inside, from people sweeping and cleaning the floors to the executives at the highest level are going to be inspired and fired up to show up to work every single day because of that vision, and purpose that you have now infused everyone with. Because they're excited to go out and accomplish something that is bigger than themselves.

The purpose is about finding that thing that gives them fire, drive, and energy to get into action every day, and to produce at the highest level. It's something greater and bigger than themselves.

They need more than clarity on what it is that they do.

They need to know why is that so important. The greatest leaders realize the importance in defining why it is that the people around them do what they do.

Communicate the clarity of:

- What it is that you want?

- Why it matters?

- What's the vision that you have?

**This needs to be done time and time again
because people slip back into old patterns**

People tend to forget the reason why you told them that they need to do something a certain way and then you should give them the opportunity to ask when they're not for sure why, when, or what it is that they're doing or what's their role is in a particular position.

So **Championship Leadership** is all about us allowing a culture and an environment where people are not afraid to ask questions, and where people are willing to come to you with things because they know that they can.

People are trained, taught, and educated in different ways. They come from different cultures and backgrounds, and they respond to certain communication in different ways.

And **Championship Leadership** is about you knowing your people and how to communicate to your people in a way that will allow your words, your direction, and your vision to land to make sense to them. So that they can, again, have that purpose that is greater than themselves to go out and accomplish great things together.

Championship Leadership is about the team and the organization, it's not about self, and that's the only way that you will ever become a **Championship Leader**.

THE CLARITY

- What is it that you want?

- What is it that your team and your people need to do?

- What's the why behind it? *(So that they can actually buy into it)*

THE VISION

- What's the direction?

- Where are we headed?

- What are we doing?

THE VISION

- What are the big goals and outcomes that we're going after?

- And what is the difference, the impact that we're going to make me because of it?

Clarity, Vision and Communicating it on a consistent basis.

Knowing your people so that you know how to best communicate your vision to each person individually.

Staying vigilant with it and continuing to create relationships and connections so that you can continue to paint that picture in a way that will inspire all of those around you to do bigger and better things.

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#2 CLARITY & VISION

VIDEO #2



NOTES

There is a difference between **Certainty** - being certain in who you are as a leader, and **Confidence** - being confident.

- **How do we become certain?**

We become certain through preparation.

There is a direct proportion to our performance through our preparation. Our certainty will never outpace our preparation because our level of preparation determines the level of our performance or success.

The more certain we are, again, comes from the fact that we are prepared. The level of our preparation equals the amount of performance and success. Our level of certainty will never outpace our level of performance because of that.

- **Do you have that type of certainty?**

☐ YES ☐ NO

- **And if you do not, what do you need to do?**

You need to prepare and you need to practice the fundamentals.

All of the fundamentals, and leaving no details left unturned so that you can have the highest level of certainty.

- **So what level of training and preparation are you putting in?**

- **What are the fundamentals inside of your job as a championship leader?**

As a parent it could be communication with your spouse and your kids, showing up and being present and engaged with your family every single day.

- **List out the fundamentals that are important in the area of life that you want to become a Championship Leader in.**

- **Create a plan on how to prepare for that so that your performance can start to rise, and your level of certainty will rise at that same level and proportion.**

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#3 CERTAINTY

VIDEO #3



NOTES

When I say **commitment**, I just think of being **all in**.

So what I was asking you to be inside of the **Championship Leadership** course was to be committed to becoming the **Championship Leadership** leader, not for yourself, but for others. For those that mean the most to you. And it doesn't have to be in business. It could be inside of your community as a leader or inside of your home.

When I talk about commitment you're either a ten or you're a two and there's no such thing as being a two. There's either you are committed or you are not. You're not dipping your toe in the water as I talked about all in and the four rules. You're diving in headfirst no matter what because you're committed.

You're going to jump in and figure it out and so it's a three-tier definition. And we're going to have you write this down.

The three-tier definition of commitment is:

- **#1 Do what is** _____
- **#2 Do what you say** _____
- **#3 Act decisively despite of** _____

If you do those three things, you are **100% committed**, no doubt. No question.

So that's the type of commitment that the people around you are looking for to inspire them to that level of commitment as well.

We talk about **Championship Leadership**. It's a commitment. There are going to be plenty of days that you don't want to do it.

There are going to be plenty of times when maybe the plan doesn't go accordingly, where you put in the time to prepare and yet the performance still didn't come up to the level that you wanted.

- Think about, and write examples where you weren't committed and how that affected you.

- Think about, and write examples where you are committed on a daily basis and benefits from being committed.

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#4 COMMITMENT

VIDEO #4



NOTES

Being consistent.

Being the person that **you say** that **you are**.

If you are the person that says one thing and then totally does another that's not consistent.

Championship Leadership is all about *"Do the people around you know who they're going to get every single day."*

When times are going good, when times are going bad, and when things are starting to fall apart around us, it's easy to be a **Championship Leader** when things are going well.

Can you be the person that they expect you will be when things are on the line, when the pressure and the stress are on, when things aren't going necessarily as planned?

That's **Championship Leadership being consistent in who you are** no matter the moment.

And so adopt the integrity back inside of your life because there's so much power in being a person that can be counted on.

Doesn't it feel good when you know somebody that tells you they're going to be somewhere or they're going to do something by a certain time and you just know you can count on it? It feels so good, unfortunately, because it's so rare.

A way to separate yourself as a **Championship Leader** is to be that person of your word, to be the person that they can look up to encounter no matter what when the chips are all on the table.

Be the person that they know who they can expect when they show up every single day through your consistency over a long period of time.

- Think about, and write examples where you were inconsistent and how that affected you.

- Think about, and write examples where you are consistent on a daily basis and benefits from being consistent.

#5 **CONSISTENCY**

**WORK
BOOK**

VIDEO #5

 **NOTES**

If there's any guarantee when it comes to **Championship Leadership** in life, it's that things are not going to go as planned, and that there are going to be things that will fall apart. Because as much as we can pay attention to the details, and the details do truly matter sometimes they do get missed. This is a part of life as much as we think that we have the most incredible plan in the world.

You just may have the most incredible plan but once you go out into real life and you start to execute, there are certain factors you just are not able to account for and that don't go as planned.

You need to become someone that your people could count on when things fall apart and you need to course correct. All of the eyeballs are on you and they're just waiting to see how you respond, and they're waiting for you to give them direction and guidance on what to do.

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If you have a great team and you're a **Championship Leader** you've surrounded yourself with other **Championship Leaders**. You surround yourself with people that have the ability and you've given the freedom to act.

- Write down all the behaviors, and thought patterns you should change/adopt in order to be able to course correct when things don't go as planned.

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#6 COURSE CORRECTION

VIDEO #6



NOTES

We've been talking about completing throughout as well and being consistent, becoming a person of your word, having integrity.

We are here to follow through on our mission, and to accomplish our vision.

But guess what happens if you ever were to accomplish your vision?

It's probably too small. But if we accomplish our vision, we create incredible results and we don't stop there.

We create a new, bigger, better vision because the purpose of our vision is to have something to give people a cause that is greater than themselves, that is so big and so grand that they almost can't even comprehend the possibility of being able to do it.

- **Imagine the best version of yourself 5 years from now and cover all the aspects of your life (personal, professional, health...)**

- How your life would improve/change if you completed your vision?

- Go back to the beginning of the workbook, read your answers and start to craft your step-by-step plan for completing your vision.

#7 COMPLETE

WORK BOOK

VIDEO #7

 **NOTES**