

## Article # 26 – Coaches Corner Column:

### “10 Keys to Success”

By Scot Davis

In considering what made my coaching successful in my 50+ years of coaching, I have found the following “10 Keys to Success” to be extremely helpful over the years. Although having utilized these in my coaching over the years, I never had really written them down until I was invited to speak at a large company (Federated Insurance), whose “home base” was within our community (Owatonna, Minnesota) in which I live. They felt my “10 Keys to success” could be applied to any job and therefore useful for their employees to hear. Questions followed my presentation, and this helped promote some good discussion and better understanding. This also helped me to really understand what qualities were needed that I had pursued in making our teams successful. It’s basically a “Curriculum for Success”. With this said, below are those “10 Keys to Success”. I hope by sharing these I can help and provide other coaches out there with some ideas.

#### 1. SET GOALS

- A. **“Dream BIG Dreams!”** If you don’t think positive and think “BIG,” you’ll never get there!
- B. **Begin with the end in mind:** “See the Big Picture!”
- C. **Focus on “little victories”** along the way. A lot of “little victories” eventually add up to “Big Victories” when put together.

Quote: **“Things turn out best for those who make the best of the way things turn out.”** Utilize what you have to the best of your ability.

#### 2. CREATE CHALLENGES

“If all you do is what you’ve done, all you’ll get is what you’ve got.”

- A. **“Carrot Theory”** by Harvey McKay: “Successful people always have a carrot in front of them, slightly out of reach, no matter how many carrots they already have.
- B. **Dealing with Adversity:**  
“An injury is just another challenge for you to vary your style ... WRESTLE!”
- C. **Go to PLAN B:** “Life doesn’t stop for you – you make do with what you have!”
- D. **Don’t cry over spilt milk:** “Tough times never last ... tough people do.” (Rev. Robert Schuller)

#### 3. ENTHUSIASM

Start every day saying: **“It’s a great day to be alive!”**

1. Always utilize positive support.
2. Relax, feel comfortable.
3. Challenge yourself from within.
4. Be enthusiastic! This is created by challenges. Challenge yourself!

#### 4. TEAMWORK

William Shakespeare: **“Everyone I meet is in some way my superior.”**

- A. There’s talent all around you: “Use it, draw from it! Empower their talents, then utilize to empower people with ownership roles.”
- B. People do best when working in their area of expertise. Find their talents, utilize it. Find others to draw from their talents.

**“Without consultation, plans are frustrated, but with many counselors they succeed.”** Bible: Proverbs: 15:22

**“It’s amazing how much you can accomplish when nobody cares who gets the credit”**

#### 5. ORGANIZATION

**“Dig your well before you’re thirsty”**

Philosophy of Owatonna Wrestling: K-12: “PARTICIPATION” is the key to success!

We once set a National Record using 51 different wrestlers in our varsity lineup during the season.

**“Always be prepared for now and the future.”**

#### 6. ROLE MODEL AND SERVANT LEADER

**“The difference between Champ and Chump is ‘U’.”**

- A. Be sincere, others see through phonies
- B. YOU must enjoy your work!

#### 7. COMMITMENT

**“Good, Better, Best” - Never let it rest; until your good is better and your better is BEST!”**

- A. Love your people with whom you work **“when you love it, you’ll be committed to it!”**
- B. “I’d rather have someone who’s committed than someone with potential who isn’t committed.”

**“The harder I work, the luckier I get!”**

**“This is not a Discount House...PAY THE FULL PRICE!”**

8. EDUCATION

**“Education is not preparation for Life, Education is Life Itself”**

**“I will study and get ready and maybe my chance will come” -Abe Lincoln**

- A. Finish school, go to college, etc.
- B. Listen – Hang around successful people.
- C. Learn from your competitors – Ideas!

9. HUMOR

- A. **Don’t take yourself too seriously!**
- B. **Ego: “Never let yesterday take up too much of today.”**

10. OPEN COMMUNICATION

- A. **Listen!**
- B. Never criticize outwardly. Remember: **“The critic is one who knows the price of everything and the value of nothing.”**
- C. Talk confidentially with people.
- D. Don’t let miscommunication make problems build.

Remember always: **“CHAMPIONS BELIEVE THEY CAN... BELIEVE THEY WILL!”**

Note: Scot Davis

- \* 1973 NAIA All-American and Team Captain at Augsburg College (now Augsburg University)
- \* 1986 recipient of the Bob Dellinger Award, representing the “Outstanding Writer of Wrestling” in the USA
- \* 1998 USA Team Coach for the annual “USA Dream Team Classic”
- \* 1998 NHSCA “National Coach of the Year”
- \* 2007 Wrestling USA Magazine “National Coach of the Year” and Runner-up in 2006
- \* “Winningest Wrestling Coach in Amateur Wrestling History” with a career high coaching record of 1205-207-4