

Hello

I thought I would share a few tidbits from a PD session we had at our AGM. If you **scroll down** below my signature and you will see an email piece from Tim Cork who spoke at our session.

Also here are some little things I picked up, nothing earth shattering, many were gentle reminders:

1. Read lots of books – he had a very extensive book list. He suggested that they make great gifts. He suggested you ask a person if they read first. A great idea for player's graduating from your program is the Dr. Seuss book Oh the Places You'll Go. Trust me! It is a simple quick read but with a very powerful message. Lots of room for you to write a personal note also.
2. When someone is struggling with something ask them to teach it to someone else. You need a different level of understanding to be able to teach.
3. Networking is about people. The number one rule is giving. How can you give; a) listen, b) give them a gift but Pay it Forward. (This is an excellent movie you should rent). Don't expect anything in return, c) complement people d) share best practices
4. When you meet people look them in the eye to see their eye color. This is the proper length of time. Find the common ground and the barriers come down.
5. It is not what you know it is who you know. He had a better way of saying it. **It is not what you know, it is what you do with what you know about who you know.**
6. Discipline is everyday. Success is just a few disciplined decisions done everyday. Failure is the lack of a few disciplined decisions done everyday.
7. The impact you have on your audience when you are presenting (coaching)
 - a) a) content – what you say - 7%
 - b) b) visual – what you look like - 35 %
 - c) c) vocal - what you sound like – 58%The content is the what, the visual and the vocal is the how. Even though the content is not that big in the actual presentation if you don't have the content down pat, the vocal and visual will not come off. Prepare ahead of time.
8. The average attention span of most people is 30 seconds. Get your point across in 30 seconds or less.
9. Be Tiger Woods! Good is the enemy of great. In order to be great at something you have to have the courage to make changes that take you away from being good. Don't be afraid to break the mold.

I do like his book. It is a quick read that you can jump back and forth in for simple motivational ideas. Can easily use with teams.

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Yours in Basketball

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From: Tim Cork [mailto:cork@nexcareer.com]
Sent: Monday, May 28, 2007 9:22 AM
To: Tim Cork
Subject: Thought for the Week !

Please feel free to share this with others. Each week I will send out a small excerpt from my book (now available at Amazon.ca and Chapters or www.timcork.com) The book is called "Tapping the Iceberg" and focuses on helping you unleash your possibilities through my Straight A's philosophy in life ... Attitude, Aptitude & Action. Based on advanced sales it is already a national best seller.

Answer the Four Questions

“Well done is better than well said.”

– Ben Franklin

People who get the best grades know the answer to four very important questions. Children always ask, “Why?” It’s a good question. This is the first question. Adults ask this question, too. You may be wondering, as you’ve been reading this book, why plan the next day the night before, why make 10 calls before noon every day, why get up at 6 every day, why exercise, why give your time and money to others or charities, why ...

Jim Rohn says the best answer to why is, “Why not?” Why not do all of the above? They all make sense. This is the second question to ponder.

The third question is, “Why not me?” Why aren’t you eating at a café in Paris, staring at Michelangelo’s masterpiece on the ceiling of the Sistine chapel in Rome, walking along a beach on the French Riviera, sailing the Caribbean for two weeks with no cares in the world, standing at the top of the Grand Canyon in Arizona watching the sun set?

To paraphrase a statement by Jim Rohn, Let's start to look at the future with anticipation, not apprehension. There are so many people out there who have done so much with so little.

The final question to ponder is, "Why not now?" What is holding you back? Take action and do it now!

Have A Straight A's Day !

Tim

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