



Excellence in Performance

1. Strategy

- Declare big goals and work back from them
- Analyse what it takes to win
- Eradicate losing behaviours
- Create internal competition
- Goal harmony ahead of team harmony

2. People

- Pay attention to what's in front of you
- Manage the processes not the outcome
- Give them ownership
- Separate the personal from the professional
- Discuss current self versus future self

3. Marginal Gains

- The key is progression not perfection
- Personalise training based on data
- Monitor the daily mood
- Ensure performers rest
- Challenge every orthodoxy