

STAYING COACHABLE



APPLICATION &
DISCUSSION GUIDE

STAYING COACHABLE



A Story with **4 Questions** to Help
You **Thrive in Change, Keep Climbing,**
& Enjoy **Relentless Improvement**

SEAN GLAZE



FRUSTRATION IS A MAGNIFICENT TOOL.

KINDA LIKE A HAMMER...

YOU CAN USE IT TO BUILD SOMETHING,

OR TO WRECK SOMETHING YOU

WORKED HARD TO BUILD.”

**THIS APPLICATION GUIDE
WILL HELP YOU TO
ANSWER THE IMPORTANT
QUESTIONS THAT INSPIRE
YOU TO KEEP CLIMBING**





- PART ONE -

HUNGER



HUNGER

“HUNGER is about knowing what you want. Focus is the key to achievement...”

- WHAT SPECIFICALLY DO YOU WANT?

“You cannot effectively climb two mountains at the same time.

And choosing shifts your behavior.”



HUNGER

- WHERE DO YOU WANT TO BE, BY WHEN?

“put a date on your goal... otherwise it is just a nebulous dream.”

- WHAT WOULD “SUCCESS” LOOK LIKE FOR YOU?

“creating the gap between where you are and where you want to be – creates a need that our future talks and questions and activities will fill...”

- WHO ARE YOU TRYING TO IMPRESS?

“who you want your thoughts and actions to make proud is a vital piece of reflection”



- PART TWO -

HONESTY



HONESTY

*“the lies you tell yourself – the filters you accept – often lead you to loafing.
And your loafing leads to losing.”*

- WHERE ARE YOU NOW?

“If you want directions anywhere, you must pinpoint the place you are starting from.”



HONESTY

- WHAT “NUMBERS” ACCURATELY MEASURE YOUR DESIRED PERFORMANCE?

“which numbers are truly important to your success, and which ones are distractors.”

- WHAT OBSTACLES EXIST TO ACHIEVING YOUR SUCCESS?

“Can you clearly anticipate the challenges you will need to overcome?”

- WHAT DOES THE TEAM NEED (HOW DOES YOUR PERFORMANCE IMPACT OTHERS)?

“Every teammate is measured by how well they do things they don’t like to do...”



- PART THREE -

HUMILITY



HUMILITY

“You can’t pour growth into a cup already full of assumptions and ego.”

- WHAT WEAKNESS DO YOU NEED TO ADMIT?

“The weakness that you most need to admit is the one that keeps you from contributing what your team most needs from you...”



HUMILITY

- HOW DO YOU RESPOND TO MISTAKES OR CRITICISM?

“Are you someone who pouts and pulls away because you took it personally?”

- WHO ARE VALUABLE MENTORS YOU CAN LEARN FROM?

“Different results require that you seek out a mentor to introduce yourself to their different thoughts as a catalyst for your growth.”

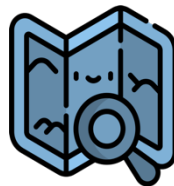
- WHO DO YOU NEED TO APPRECIATE MORE?

“Appreciation cures arrogance, as it reminds us that we can accomplish very little without the assistance of others.”



- PART FOUR -

HABITS



HABITS

“the hard thing they must do to succeed, the challenge they must master, is more often doing small, simple things with extraordinary consistency.”

- WHAT WILL YOU DO DIFFERENTLY?

“When you change what you do, you inevitably change your destination.”



HABITS

- WHAT ARE YOU DOING OCCASIONALLY THAT YOU WILL NOW DO CONSISTENTLY?

“what makes it a challenge is that you are bombarded every day by distraction”

- WHAT CURRENT DISTRACTIONS WILL STOP DOING?

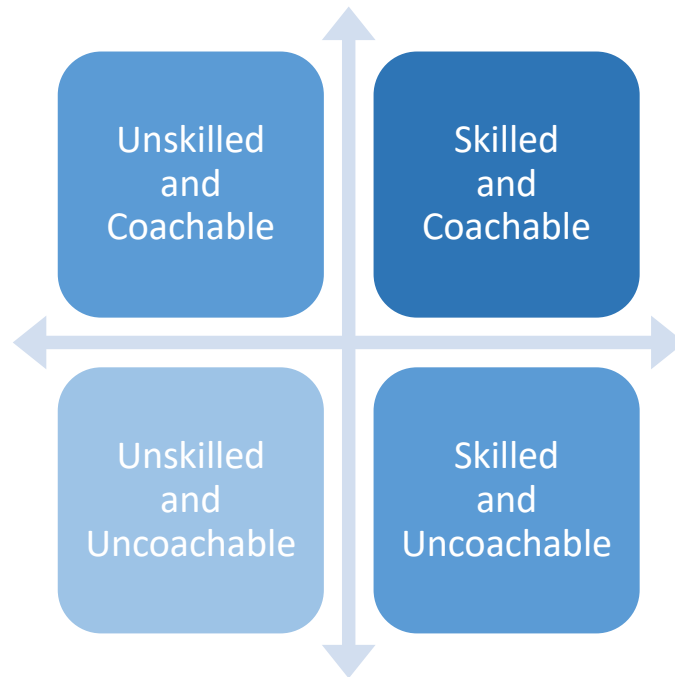
“the greatest obstacle to new habits are old ones that have become comfortable...”

- HOW WILL YOU ACKNOWLEDGE YOUR PROGRESS?

“chart how far you have traveled while taking steps to reach your summit.”

THE 4 TYPES OF PEOPLE:

1. **Unskilled and Uncoachable** – Not welcome on any good team
2. **Unskilled and Coachable** – Good people with valuable growth potential
3. **Skilled and Uncoachable** – The group that get you fired or frustrated
4. **Skilled and Coachable** – Ideal teammates and driven high achievers



ABOUT THE AUTHOR

Sean Glaze inspires people to have fun laughing together so they can have more success working together.

His three other books, [The Unexpected Leader](#), [Rapid Teamwork](#) and [The 10 Commandments of Winning Teammates](#), are powerful parables for leading great teams!

As a successful basketball coach and educator for over 20 years, Sean gained valuable insights into how to develop winning teams, and founded Great Results Teambuilding to share those lessons...

Today, he travels around the country delivering interactive events and entertaining keynotes that build more positive and profitable team cultures and **transform employees into winning teammates!**

