

MEASURE PROGRESS ON YOUR MISSION

In basketball, there is a scoreboard. There is no escaping the final score, and it determines wins and losses.

Your team has a scoreboard, too.

Maybe your wins are determined by test scores or profits.



But the truth is that whatever scoreboard you use, THAT should not be where your focus is placed.

The score will always be a symptom of your efforts in key areas!

So – as a basketball coach, I figured out what the key areas were that our team needed to emphasize and be aware of to get more wins:

Turns out, that after mining statistical data while at Marquette, Coach Tom Crean and his staff discovered four keys they could use to predict wins...

According to the data, Basketball's Four Most Important Stats are:

1. field goal percentage
2. total rebounds
3. free throws made
4. total turnovers

In basketball, these were the four measurable things that he and his team could focus on that led to the results they wanted:

1. The team with the **higher field goal percentage** won 75% of the games.
2. The team that finished with the **most rebounds** won 68% of the games.
3. The team that made the **most free throws** won 70% of the games.
4. The team that committed the **fewest turnovers** won 67% of the time

So - our program measured those things!

And after each game – and at the end of the season – these were the awards we gave out to our players:

1. Green Light Award (50% FG or 75% FT)
 - be disciplined enough to take a great shot instead of settling for a good ones
2. Windex Award (5+ rebounds)
 - attack the glass and then block out every time to hold opponents to one shot
3. Hardhat Award (5+ steals / deflections / charges)
 - Pressure the ball and defend without fouling to force opponent into bad shots
4. Allstate Award (2 assists: 1 turnover)
 - take care of the ball, make sure passes, and pressure opponent into mistakes

What does that mean for YOUR Team?

Just follow the same process our basketball team did!

SO – LIST THE MAIN MEASURABLE THINGS YOU CAN TRACK THAT WOULD LEAD TO MORE WINS ON YOUR TEAM:

- 1.
- 2.
- 3.
- 4.

NOW – ANSWER THESE QUESTIONS:

- Where will you put the chart to display them?

- How often will you check on and publish changes?

- What awards can you think of to encourage improving them?

- How can you tie THESE to individual goals in 1-on-1 Chats?



