

## **The Elements of You** **by Brenda Staab**

(This is the seventh article in a 12-part series on Achieving Peak Performance, with apologies to those who are not sports fans!)

Have you ever wondered what makes one team soar to the championship game each year while another never seems to win enough regular season games to make it to the playoffs?

This month we'll focus on the first of three steps for creating a championship team as we continue our discussion of the Path Elements Profile (PEP)<sup>™</sup> by Laurie Beth Jones, best-selling author of *The Four Elements of Success*, *Jesus CEO* and *The Path*.

I want you to imagine for a moment that you are a NFL coach, and you have the opportunity to draft your own fantasy team. Naturally, you want to recruit the best player for each position that your money can buy.

Imagine that you are concentrating on three positions – quarterback, running back and tight end. You have already found a top notch quarterback as well as an excellent backup. You've also filled your running back positions.

So, you are now looking to fill the position of tight end. As you are visiting colleges in your recruiting efforts, you come across a highly talented quarterback. He's a senior, has a great arm and is primed and ready for the NFL. But, remember, you were looking for a tight end.

Are you going to draft that quarterback and try to mold him into a tight end? Why not?

We know that each player has certain natural strengths – maybe he has a dynamite arm or sticky hands for catching the football. Or perhaps he is

350 pounds and solid as the Great Wall of China. By first understanding his natural abilities as well as his overall character, we can then make appropriate decisions about how to motivate and coach that player.

It is the same in business. Coach Mike Krzyzewski (Coach K for short), Duke University's Head Basketball Coach, sums it up like this. "A common mistake among those who work in sport is spending a disproportional amount of time on "x's and o's" as compared to time spent learning about people."

The first step to creating a winning team is to understand the team members' natural strengths and challenges.

Tune in next month for step number two!

### **About Brenda Staab and Mountain Peak Sales Training™**

If you manage or are a part of any type of team, you understand the importance of successful working relationships. Brenda Staab, sales consultant and coach, provides customized sales training and team building to help organizations create an exciting, motivating environment that transforms groups into high-energy, vibrant and successful teams.

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