



MONDAYS

with Mike

What time zone are you in?

When Kevin Eastman, author of the book *Why the Best Are the Best*, used to ask his players what time zone they were in, he would get some weird looks because they automatically thought of the time zones across the country. But the time zones he was talking about are the time zones of success. The following are time zones of winners vs. losers:

- Spare Time I'll do it when I get to it.
- Part-Time I'll do it every now and then.
- Full Time I'll do it when and only when it's required, but I will do it.
- All the Time I will do what it takes and more every time it is needed, regardless of the circumstances.

As you look at the list, think about which ones produce winning and which ones create frustration and contribute to losing. There is no doubt that if you are part of a team of "spare time" and "part-time people, you have no shot at reaching your goals. "Full-timers give you a shot, but the "all the timers" define championship results.

Success is all about consistency. Championship people not only do the required work; they separate themselves from the others by doing the unrequired work on a consistent basis. The "all the timers" define commitment, and this commitment has no expiration date.

This week let's develop our "all-the-time" levels of performance. Winning results are the product, be that at work, at school, in the locker room, in the family, or in our friendship circles.

What a great time zone to live in!