



COMMITMENT

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COUNTS

QUOTES OF THE WEEK:

MONDAY:

"Commitment means staying loyal to what you said you were going to do long after the mood you said it in has left you." Anonymous

TUESDAY:

"Motivation is what gets you started. Commitment is what keeps you going."
Jim Rohn

WEDNESDAY:

"You cannot conquer what you are not committed to." T.D. Jakes

THURSDAY:

"Daring to set boundaries is about having the courage to love ourselves even when we risk disappointing others." Brené Brown

FRIDAY:

"There's always a way – if you're committed." Tony Robbins

WEEK 34

COMMITMENT COUNTS CONTENT OVERVIEW



COACHES

Celebrate commitment.



CAPTAINS

Count the cost of commitment.



ATHLETES

Make your "no" serve a greater "yes."



FAMILY

Resist the allure of more for the sake of more.



COMMITMENT COUNTS

We live in a culture that is quick to quit. Our world doesn't seem to value commitment all that much, does it? It's so easy to go through life with a "Free-Trial" mentality. You get a free trial, then in two weeks you create a new email address and do it all over again. You never actually have to commit to anything.

But commitment isn't a tool to be used to help achieve a goal or a stepping stone in your personal journey of more. Commitment is a willingness to bring your best work to a worst case scenario. When you do that, your commitment produces perseverance, growth, service, hard work, and execution.

Think of the leaders in your life that you look up to the most. What is one thing they all have in common? Leaders do what they say they will do. That's because leaders **count the cost of a commitment before they make it, not after.**

Sounds simple right? That's because it is...it's just not easy. The difficult part about making a commitment is that sometimes you have to say, "No." **Leaders are careful about what they commit to.** They don't commit to every good thing that is out there. Leaders understand that when they commit to *doing* "Good thing A" they are also committing to not doing "Good things B-Z."

There will always be more to do or achieve, but leaders aren't interested in more for the sake of more; they are interested in achieving their next goal, and nothing more. **Leaders know that enough is enough,** and they don't make commitments that don't help move them forward.

In a world full of wishy-washy, half-committed people, what if we were the kind of people that actually let our commitments mean something?

WEEK 34

COMMITMENT COUNTS FOR COACHES



COMMITMENT COUNTS: FOR COACHES

We may not always have the most talented players, but the good news is, our players can go beyond their talent when they are committed. Why is that true? Let's look at five traits commitment produces:

- 1. PERSEVERANCE.** No matter how talented you are, if your talent quits when it gets too hard, you lose. You can't quit your way to success. Commitment provides the accountability and drive to endure PAST the point your talent might run out.
- 2. GROWTH.** Talent is about what you possess, and need so that you can compete today. Commitment is about growing what you currently possess, into what you will need in order to compete tomorrow. Today prepares you for tomorrow, but it doesn't pay for tomorrow. Commitment drives you to growth, so you are prepared for whatever tomorrow may bring.
- 3. SERVICE.** The deeper the commitment to a cause or the team, the more people are willing to sacrifice for it. That sacrifice can look like hard work (see below), but it can also look like a willingness to die to self for a greater purpose. To serve the greater WE, at the expense of the less ME. That type of self-sacrifice; service to team and cause only comes from a place of deep commitment. What team doesn't want that in their DNA?
- 4. HARD WORK.** The more it means to you, the harder you work and the more you sacrifice. The less it means, the less you work. It's that simple. It's easy to go through life avoiding hard work, but the more committed our athletes are the F.A.M.I.L.Y. the harder they will work.
- 5. EXECUTION.** What talent might do naturally, commitment produces: execution. When you have athletes who are lacking in talent, a deep commitment to hard work, service and sacrifice, growth and perseverance, will lead to them doing what they thought impossible. They execute at levels that defy what their abilities suggest possible.

Commitment is the key that unlocks success beyond what talent can give us.

THIS WEEK, BE ON THE LOOKOUT FOR:

- 1. Opportunities to DEMAND commitment:** Our programs should be the kind of place that demands commitment. It's a special place, and honestly, an exclusive place. If our players aren't going to fully commit to the program, there are others waiting in the wings to take their place. Let's set the tone early, and make sure our players know exactly what's expected of them.
- 2. Opportunities to REWARD commitment:** When that commitment is demonstrated, make a big deal of it. We may not have the best players, but when our players show a gritty commitment to the program, and to living a life of purpose and excellence, that's a longer lasting win than a scoreboard could ever offer.
- 3. Opportunities to MODEL commitment:** Like all things in our program, commitment starts with and flows from the top down. Look for ways to communicate your commitment to the players, the values you are building the program on, and the commitments that are most important to you.

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WEEK 34

COMMITMENT COUNTS FOR CAPTAINS

C COMMITMENT COUNTS: FOR CAPTAINS

Let's say you want the newest iPhone. You know the phone cost \$1000, but you only have \$57 in your account. When you hand your card over to swipe what will happen? You will get a simple message: "Insufficient funds".

Leaders count the cost of commitments so that there is never an "insufficient funds" message delivered to their teammates. What does it look like to have "insufficient funds" as a leader? It could look like not having enough time, energy, or abilities.

Insufficient Time. Everybody gets 24 hours in a day. Between school and sleep, that only leaves eight hours for everything else. Add in sports, studying, relationships, travel time, clubs, and the occasional Netflix binge-worthy show, you run out of time really quickly. Before you make a commitment, make sure you have sufficient time to keep that commitment.

Insufficient Energy. We are limited in our available energy. That's why leaders count the ENERGY cost before they make a commitment. Are you going to commit to leading the 6am workout? Great. Are you also committing to going to bed early, preparing your pre- and post-workout meals the night before? A commitment is only as good as it is sustainable.

Insufficient Abilities. You can make up for not presently having the right skill set by having three things: a will, a plan, and the capacity. A **willingness** to learn new skills means you are ready to humble yourself and admit you can grow in an area. You also need a plan to develop new skills. How are you going to learn and practice? From whom will you learn? And finally, you have to have the **capacity** to learn new skills. Are you actually capable of executing the new skill? If not, your new knowledge will be of little value.

Everything that you commit to has a price tag. That's why leaders count the cost of a commitment **before** they make the commitment.

/// CAPTAINS' LOG ///

"LEADERS ALWAYS LEAD"

Consider a commitment you are about to make, or recently made, and use these questions to "Count the cost":

How much time will this commitment take?
When will I prepare for it? When will I execute it?

How long of a commitment is it? Do I have time available to commit to this?

How much energy will this commitment take?
Is it a physical, emotional, or intellectual commitment?

How will I replenish the energy it takes for me to keep this commitment?

What abilities do I need to keep this commitment? Of these, which do I have, and which do I need to get? How will I develop the abilities needed to keep this commitment?

WEEK 34

COMMITMENT COUNTS FOR ATHLETES



COMMITMENT COUNTS: FOR ATHLETES

You've heard "Too much of a good thing is a bad thing." It's meant to communicate a simple, but forgotten truth: more isn't always better, even if the more is a good thing. Our culture has convinced us that saying, "No" to a good thing is a demonstration of weakness.

The truth is that successful people know when to say "YES!", when to say "NO!", and they aren't afraid of either one. The key to knowing when to say "Yes" and when to say "No" is found in good boundaries.

Boundaries allow us to distinguish between *good things* and the *right thing*. Just because something is good, doesn't mean it is right. A good thing is something that adds value, makes the world better, or will help someone reach their goal. But the *right* thing is something that allows you to add value in a way unique to you; makes the world better using your passions and skills; or helps you reach your goals by helping others reach theirs.

Boundaries allow us to say, "No," in the service of a greater "Yes." Successful people don't commit to every good thing that is out there. They understand that, despite every generation's best efforts, you can't do everything. So, when they commit to doing "Good thing A" they also commit to *not doing* "Good things B-Z". The reason we create and follow boundaries is so that we can stay focused on what it is that matters most to us, and not accidentally say, "No" to something that we really wanted to say "Yes" to.

Boundaries give us the courage to say, "Yes" and "No." One of the ways we can build up the courage to do what is right, no matter the consequence, is to have boundaries. Boundaries give us the courage to say, "Yes" and "No." Difficult choices are best made before the pressure of the moment. Not going to illegally drink alcohol? Don't wait until you get surrounded by peer pressure to decide. Set a boundary based on your character long before Friday night.

Establishing boundaries will help you know when to say "Yes" or "No" as well as giving you the strength to stick to your word.

ATHLETE'S EXERCISE:

1. Core values make hard decisions and firm boundaries easier. Why do you think this is true?
2. What boundaries do you implement in your life? How have they been helpful to you?
3. Describe a time when you had to choose between a good thing and the right thing.
4. Which did you choose? How did you come to that decision?
5. Think more about the situation in the questions above. If you picked a "good" thing, how might boundaries have helped you choose the "right" thing instead? If you picked the "right" thing, how did your boundaries help you?

WEEK 34

COMMITMENT COUNTS FOR FAMILY



COMMITMENT COUNTS: FOR FAMILY

John D. Rockefeller was one of the richest men in the history of the United States. When he died in 1937, his net worth was \$1.4B. That's over \$24B in 2019 dollars. One day, a reporter asked him "How much money is enough?" Rockefeller's answer was simple: "Just a little bit more."

There will always be more to get, do, or achieve, and as parents, we need to be wholly uninterested in more for the sake of more. To be clear, there is nothing wrong with pursuing more, committing to more, or desiring more—so long as it follows the ABCDs: Alignment, Boundaries, Cost, and Desire.

Alignment. We ask, and we encourage our kids to ask: "Does this opportunity for 'more' align with my purpose, my passions, and my goals?" In other words, by making this commitment will it help move you closer to the things you are most passionate about?

Boundaries. The next question to ask is, "**Does this opportunity for 'more' reflect healthy boundaries?**" By establishing clear, strong, and healthy boundaries, you protect yourself and your from the consequences of pursuing more for the sake of more. You are able to filter each commitment opportunity through your boundaries as a way to make sure your pursuit of more is disciplined.

Cost. The third question is "**What will this opportunity for 'more' really cost me over the next weeks, months, or years? Is it worth that cost?**" Remember, it's our job to count the cost of commitments so that there is never an "insufficient funds" message delivered to our families.

Desire. Before you commit to "more" you ask the question: "**Am I excited about this? Do I desire the outcome?**" If you don't really want to do what you are committing to, you will know it and so will those in your family. That will change how you lead and how they follow. When you commit to "more" make sure you are fired up about what you are committing to.

There is always more out there waiting, but to figure out if it's worth going after more of whatever, remember the ABCDs.

/// BEST 5 ///

THE BEST FIVE MINUTES OF THE WEEK

Alignment: Describe how a goal, commitment, or opportunity would align with who you are, and what you are about as a family. How does it align with your family code of values?

Boundaries: What are some examples of boundaries your family has that guide what you commit to? What do you say "Yes!" to as a family? What will you always say "No!" to?

Cost: What kind of costs are you happy to pay? What type of costs are harder for you to pay?

Desire: What things get you excited? How can you seek out "more" in those areas, and how can you decrease the amount of things you're committed to that don't get you excited?

Why does commitment matter to your family?

WEEK 34

COMMITMENT COUNTS

Commitment Cost Worksheet

Commitment Cost Worksheet

Think about a commitment that you are considering making (or that you've already made).

1. In the space below, write the associated costs in Time, Energy, and Ability that go with that commitment.
2. Give each item you wrote down a value from \$1-\$5, based on how much time, energy, or ability it's going to take.
3. At the bottom, add up all the items for a dollar amount.

Commitment: _____

Cost Calculator

Time	Energy	Ability

Total Cost \$ _____

Questions

1. Is the cost of the commitment worth the time, energy, and ability it will take? Why or why not?
2. What boundaries could you set to make the commitment cost-effective?
3. What are the costs of NOT making this commitment?
4. Which of the three areas are going to have the highest associated cost for this commitment?
5. If the commitment is worth the cost, how can you ensure you have sufficient funds to see the commitment through to the end?