



Important by Adrian Law

Transcription

1

00:00:00,000 --> 00:00:03,740

GOOD MORNING, TWO QUICK THINGS HERE.

2

00:00:03,750 --> 00:00:07,950

TWO POINTS THAT ARE A SUPER IMPORTANT,

3

00:00:07,960 --> 00:00:10,360

THAT BOTH OF THEM ARE VERY CHALLENGING,

4

00:00:10,370 --> 00:00:13,830

AND YOU MAY BE CHALLENGED BY THEM RIGHT NOW.

5

00:00:13,831 --> 00:00:17,010

BUT, I TRULY BELIEVE THESE TWO THINGS

6

00:00:17,011 --> 00:00:20,590

SEPARATE AVERAGE SALES PEOPLE TO THE BEST,

7

00:00:20,591 --> 00:00:22,820

AVERAGE MANAGERS TO THE BEST,

8

00:00:22,821 --> 00:00:25,000

AVERAGE SPORTS PEOPLE TO THE BEST.

9

00:00:25,010 --> 00:00:26,160

IT'S THAT POWERFUL.

10

00:00:26,170 --> 00:00:27,600

SO, WHAT ARE THESE TWO THINGS?

11

00:00:27,601 --> 00:00:30,960

WELL, THE FIRST ONE IS: MANAGING YOUR DOWNTIME.

12

00:00:30,970 --> 00:00:32,440

IT'S PRETTY QUIET AT THE MOMENT.

13

00:00:32,441 --> 00:00:34,040

SCHOOL HOLIDAYS AND SO FORTH, YEAH?

14

00:00:34,041 --> 00:00:35,680

SO, MANAGING THAT PROPERLY.

15

00:00:35,690 --> 00:00:36,800

VERY FRUSTRATING.

16

00:00:36,810 --> 00:00:38,370

MAYBE NOT GETTING THE SALES YOU WANT.

17

00:00:38,371 --> 00:00:40,010

BUT THERE'S WAYS AND

18

00:00:40,011 --> 00:00:41,360

AND POSITIVES THAT CAN COME OUT OF IT.

19

00:00:41,361 --> 00:00:44,470

AND, THE SECOND ONE IS: DOING THE FUNDAMENTALS,

20

00:00:44,471 --> 00:00:46,440

DOING THE BASICS WELL,

21

00:00:46,490 --> 00:00:47,660

CONSISTENTLY.

22

00:00:48,340 --> 00:00:50,420

NOW, WHY ARE THOSE TWO THINGS SO CHALLENGING?

23

00:00:50,430 --> 00:00:52,800

WELL, IF YOU'RE NOT MAKING AS MANY SALES,

24

00:00:52,810 --> 00:00:54,020

THAT MEANS YOU'RE NOT MAKING AS MUCH

25

00:00:54,021 --> 00:00:55,120

MONEY AS YOU NORMALLY WOULD.

26

00:00:55,121 --> 00:00:57,650

THAT'S A GREAT REASON TO START WITH,

27

00:00:57,651 --> 00:00:58,260

ISN'T IT?

28

00:00:58,270 --> 00:00:59,240

BUT THERE'S OTHER ONES.

29

00:00:59,250 --> 00:01:01,120

WE TEND TO GET BORED.

30

00:01:01,130 --> 00:01:03,920

WE TEND TO GET LETHARGIC WHEN IT'S QUIET.

31

00:01:03,930 --> 00:01:05,110

YOU KNOW,

32

00:01:05,720 --> 00:01:08,419

IT'S JUST THE DAYS DRAG ON. THAT KIND OF STUFF.

33

00:01:08,430 --> 00:01:10,280

BUT WITH THE SECOND POINT,

34

00:01:10,290 --> 00:01:12,110

THE FUNDAMENTALS, DOING THE BASICS.

35

00:01:12,111 --> 00:01:14,000

WELL, WHY DO MOST PEOPLE GET

36

00:01:14,001 --> 00:01:15,200

CHALLENGED BY THAT?

37

00:01:15,740 --> 00:01:17,280

WHY DO YOU GET CHALLENGED BY THAT?

38

00:01:17,281 --> 00:01:18,020

WHEN YOU DO.

39

00:01:18,410 --> 00:01:23,080

IT'S BECAUSE IT BECOMES REPETITIVE.

40

00:01:23,090 --> 00:01:25,160

IT BECOMES MONOTONOUS,

41

00:01:25,170 --> 00:01:26,180

BECOMES, YOU KNOW,

42

00:01:26,181 --> 00:01:27,600

A BIT BORING, REALLY,

43

00:01:27,601 --> 00:01:28,460

DOING THE BASICS.

44

00:01:28,461 --> 00:01:30,180

WE OFTEN WANT SOMETHING THAT'S NEW

45

00:01:30,181 --> 00:01:32,100

AND FRESH AND DIFFERENT,

46

00:01:33,070 --> 00:01:34,850

AND WHILST THAT'S OKAY,

47

00:01:34,860 --> 00:01:37,310

IT'S DOING THE FUNDAMENTALS WELL,

48

00:01:37,311 --> 00:01:40,270

AS I MENTIONED, IS WHAT SETS AVERAGE PEOPLE

49

00:01:40,280 --> 00:01:41,770

TO THE TOP PERFORMERS APART.

50

00:01:41,780 --> 00:01:42,760

IT REALLY IS.

51

00:01:42,770 --> 00:01:43,980

BUT IT'S A FRUSTRATION,

52

00:01:43,981 --> 00:01:44,790

AND IT'S CHALLENGING.

53

00:01:44,791 --> 00:01:46,140

SO, WHAT DO WE DO ABOUT IT?

54

00:01:46,150 --> 00:01:47,930

WELL, TWO THINGS AND THE ANALOGY

55

00:01:47,931 --> 00:01:51,340

I WANT TO GIVE YOU AGAIN, IS FROM MY SNOOKER.

56

00:01:51,350 --> 00:01:52,300

SO DOWNTIME,

57

00:01:52,301 --> 00:01:53,220

FOR EXAMPLE,

58

00:01:53,360 --> 00:01:54,700

SO FRUSTRATING FOR YOU.

59

00:01:54,701 --> 00:01:55,330

I GET IT,

60

00:01:55,340 --> 00:01:56,900

AND I THINK IT'S ONE OF THE BIGGEST CHALLENGES

61

00:01:56,901 --> 00:01:57,700

YOU FACE.

62

00:01:57,710 --> 00:01:59,230

BUT A LOT OF PEOPLE FACE IT,

63

00:01:59,240 --> 00:02:00,590

LIKE IN A SNOOKER TOURNAMENT.

64

00:02:00,591 --> 00:02:01,860

THE LAST SNOOKER TOURNAMENT WE HAD,

65

00:02:01,861 --> 00:02:02,740

FOR EXAMPLE,

66

00:02:02,750 --> 00:02:05,540

I WAS DUE TO PLAY MY FIRST MATCH AT

67

00:02:05,550 --> 00:02:07,160

1:30 IN THE AFTERNOON.

68

00:02:07,170 --> 00:02:08,910

SO AT 1:30 IN THE AFTERNOON,

69

00:02:08,920 --> 00:02:09,870

I'M IN THE ZONE,

70

00:02:09,880 --> 00:02:11,330

I'M READY TO PLAY.

71

00:02:11,340 --> 00:02:13,300

I FEEL GOOD AND I'M ON.

72

00:02:13,301 --> 00:02:14,250

IT'S SHOWTIME, RIGHT?

73

00:02:14,251 --> 00:02:15,960

I ENDED UP PLAYING

74

00:02:15,961 --> 00:02:17,820

I THINK IT WAS HALF PAST FOUR.

75

00:02:17,870 --> 00:02:20,030

THAT'S WHEN I GOT ON FOR MY FIRST MATCH.

76

00:02:20,040 --> 00:02:22,560

SO THERE WAS THREE HOURS OF DOWNTIME,

77

00:02:22,561 --> 00:02:23,770

TWIDDLING YOUR THUMBS,

78

00:02:23,771 --> 00:02:24,730

JUST WAITING.

79

00:02:24,740 --> 00:02:26,650

BUT I MAKE USE OF THAT TIME.

80

00:02:26,660 --> 00:02:29,270

I MAKE SURE I GET MY HEAD IN THE RIGHT SPOT,

81

00:02:29,271 --> 00:02:31,530

I MAKE SURE MY BODY IS FEELING GOOD.

82

00:02:31,540 --> 00:02:33,260

SO I'M NOT OVEREATING.

83

00:02:33,270 --> 00:02:35,580

I'M NOT OVER ANALYSING.

84

00:02:35,590 --> 00:02:38,840

I'M NOT SITTING DOWN A LOT BEING LETHARGIC

85

00:02:38,850 --> 00:02:41,770

AND MAKING SURE I'M READY FOR WHEN MY MATCH IS ON.

86

00:02:41,771 --> 00:02:43,510

AND THE SECOND POINT ABOUT

87

00:02:43,511 --> 00:02:44,600

DOING THE BASICS WELL,

88

00:02:44,601 --> 00:02:45,810

I'VE BEEN CHALLENGED BY THAT.

89

00:02:45,820 --> 00:02:47,180

SO MANY PEOPLE ARE.

90

00:02:47,181 --> 00:02:50,150

BUT YOU LOOK AT ANY TOP SPORTS PERSON,

91

00:02:50,151 --> 00:02:51,340

WHETHER IT'S AN ATHLETE,

92

00:02:51,350 --> 00:02:52,510

A SOCCER PLAYER,

93

00:02:52,520 --> 00:02:54,410

GOLFER, ANYBODY.

94

00:02:54,411 --> 00:02:57,030

THEY'RE DOING THE FUNDAMENTALS CONSISTENTLY,

95

00:02:57,210 --> 00:02:59,400

BUT SOMETIMES THEY'RE ABLE TO MIX IT UP,

96

00:02:59,401 --> 00:03:02,190

WHICH CAN FEEL LIKE IT'S FRESH AND

97

00:03:02,191 --> 00:03:03,030

DIFFERENT,

98

00:03:03,040 --> 00:03:04,610

BUT IT'S ACTUALLY STILL FUNDAMENTALS.

99

00:03:04,620 --> 00:03:05,770

WHAT AM I TALKING ABOUT?

100

00:03:05,780 --> 00:03:07,140

WELL, THE EXAMPLE I'LL GIVE YOU.

101

00:03:07,141 --> 00:03:10,160

I HAD THIS, MY SNOOKER TABLE, INSTALLED LITERALLY

102

00:03:10,161 --> 00:03:11,545

IN MARCH WHEN HIT COVID HERE.

103

00:03:11,546 --> 00:03:14,000

IT WAS PERFECT TIMING. AS YOU CAN IMAGINE,

104

00:03:14,001 --> 00:03:16,840

I WAS SO EXCITED AND WANTED TO PLAY ALL

105

00:03:16,841 --> 00:03:17,590

THE TIME, RIGHT?

106

00:03:17,600 --> 00:03:20,720

HOWEVER, BECAUSE COVID IS ON,

107

00:03:20,721 --> 00:03:22,950

NOBODY CAN COME OVER AND GIVE ME A GAME.

108

00:03:22,951 --> 00:03:23,730

NOBODY.

109

00:03:23,740 --> 00:03:27,020

SO I'M LITERALLY PRACTISING PLAYING BY MYSELF.

110

00:03:27,021 --> 00:03:30,029

NOW, HOW LONG DO YOU THINK THAT WENT BEFORE

111

00:03:30,030 --> 00:03:31,480

I START TO GET A BIT BORED?

112

00:03:31,490 --> 00:03:33,110

HOW LONG WOULD YOU GET BORED?

113

00:03:33,120 --> 00:03:34,170

YOU KNOW, HOW QUICKLY?

114

00:03:34,171 --> 00:03:36,430

SO YEAH, MAYBE, I DON'T REMEMBER EXACTLY.

115

00:03:36,431 --> 00:03:37,110

IT COULD'VE BEEN A FEW WEEKS.

116

00:03:37,111 --> 00:03:38,130

COULD HAVE BEEN A FEW MONTHS.

117

00:03:38,140 --> 00:03:38,830

SO I'M LIKE,

118

00:03:38,831 --> 00:03:39,580

WHAT DO I DO?

119

00:03:39,581 --> 00:03:40,800

SO I'M JUST GONNA SHOW YOU SOMETHING THAT

120

00:03:40,801 --> 00:03:43,220

I DID. AND I WANT YOU TO LEARN FROM THIS.

121

00:03:43,230 --> 00:03:45,240

THERE'S A PORTRAIT OF MY DAUGHTER.

122

00:03:45,250 --> 00:03:46,340

THAT'S NOT WHAT I'M SHOWING YOU.

123

00:03:46,341 --> 00:03:47,410

I'M SHOWING YOU THIS.

124

00:03:47,920 --> 00:03:50,140

SO I CREATED, I PUT THIS WHITE BOARD UP

125

00:03:50,150 --> 00:03:53,120

WHEN I WAS BORED OF DOING THE BASICS AND

126

00:03:53,130 --> 00:03:55,100

ALL THAT IS IT MAY MEAN NOTHING TO

127

00:03:55,101 --> 00:03:56,000

YOU, BUT IF YOU LOOK IN THE

128

00:03:56,001 --> 00:03:57,600

TOP LEFT CORNER THERE,

129

00:03:57,610 --> 00:03:59,700

I THINK IT'S TOP LEFT OF YOUR SCREEN AS

130

00:03:59,701 --> 00:04:00,320

I'M LOOKING AT IT.

131

00:04:00,321 --> 00:04:03,680

IT IS. IT'S SAYS "PRACTICE ROUTINES" AND

132

00:04:03,681 --> 00:04:04,960

THERE I'VE CREATED,

133

00:04:04,961 --> 00:04:06,700

I'VE LEARNED SOME OF THESE NEW FROM

134

00:04:06,701 --> 00:04:09,420

YOUTUBE, FROM PEOPLE THAT I KNOW, COACHES,

135

00:04:09,421 --> 00:04:10,730

PROFESSIONAL PLAYERS,

136

00:04:10,740 --> 00:04:13,790

AND I STARTED PRACTISING ALL THESE DIFFERENT THINGS.

137

00:04:13,791 --> 00:04:15,440

AND IF YOU CAN SEE,

138

00:04:15,441 --> 00:04:16,640

FOR EXAMPLE,

139

00:04:16,650 --> 00:04:20,350

PB HERE, THAT MEANS PERSONAL BEST.

140

00:04:20,360 --> 00:04:23,410

SO WHAT I WOULD DO IS I WOULD ACTUALLY CHALLENGE

141

00:04:23,411 --> 00:04:25,720

MYSELF ON THE BASICS.

142

00:04:25,730 --> 00:04:27,710

I WOULD GET THESE PRACTISE ROUTINES,

143

00:04:27,711 --> 00:04:29,520

SOME OF WHICH I'VE NEVER DONE BEFORE.

144

00:04:29,530 --> 00:04:31,150

BUT IT WAS STILL IN LINE,

145

00:04:31,151 --> 00:04:32,800

WE'RE DOING THE FUNDAMENTALS,

146

00:04:32,810 --> 00:04:35,900

AND THEN I WOULD SEE HOW GOOD I COULD GET.

147

00:04:35,901 --> 00:04:37,240

YOU KNOW WHAT THE TOP SCORE WAS,

148

00:04:37,241 --> 00:04:38,630

AND THEN I WOULD TRY AND BEAT THAT.

149

00:04:38,640 --> 00:04:41,740

SO ACTUALLY, I TRY TO CREATE A COMPETITION AGAINST

150

00:04:41,741 --> 00:04:43,240

MYSELF, AND IT REALLY,

151

00:04:43,241 --> 00:04:44,340

REALLY WORKED.

152

00:04:44,350 --> 00:04:45,220

SO HOW ABOUT YOU?

153

00:04:45,221 --> 00:04:48,480

HOW CAN YOU IMPLEMENT THIS TO MIX IT

154

00:04:48,481 --> 00:04:49,330

UP A LITTLE BIT?

155

00:04:49,340 --> 00:04:50,620

WELL, HOW ABOUT WHEN YOU GO THROUGH THE

156

00:04:50,621 --> 00:04:51,370

ONLINE TRAINING,

157

00:04:51,371 --> 00:04:51,980

FOR EXAMPLE?

158

00:04:51,981 --> 00:04:53,500

WHY NOT TAKE NOTES?

159

00:04:53,510 --> 00:04:56,450

WHY NOT FOCUS ON ONE THING FOR THAT DAY

160

00:04:56,451 --> 00:04:59,880

OR WEEK? WHY NOT MIX IT UP?

161

00:05:00,140 --> 00:05:00,460

YOU KNOW,

162

00:05:00,461 --> 00:05:02,980

ACTUALLY PRACTISE THE STUFF AND WHETHER

163

00:05:02,981 --> 00:05:04,850

IT'S AT WORK.

164

00:05:04,860 --> 00:05:06,690

SOME OF THE STUFF YOU CAN USE, BECAUSE IT'S

165

00:05:06,691 --> 00:05:08,780

COMMUNICATION SKILLS, CAN BE USED WITH

166

00:05:08,781 --> 00:05:09,780

YOUR FAMILY.

167

00:05:09,790 --> 00:05:12,160

BUT JUST MIX IT UP A LITTLE BIT.

168

00:05:12,170 --> 00:05:14,600

BUT IT'S STILL THE FUNDAMENTALS BECAUSE

169

00:05:14,610 --> 00:05:15,910

THEY WORK.

170

00:05:15,920 --> 00:05:17,220

YOU KNOW THEY DO,

171

00:05:17,230 --> 00:05:20,170

AND WE HAVE TO KEEP DOING THE FUNDAMENTALS EVERY

172

00:05:20,180 --> 00:05:20,810

SINGLE DAY.

173

00:05:20,811 --> 00:05:22,150

WHATEVER YOU CAN DO ON TOP OF THAT.

174

00:05:22,151 --> 00:05:24,210

AT SNOOKER, THERE'S SO MANY PEOPLE THAT

175

00:05:24,211 --> 00:05:25,350

WANT TO BE FLASHY.

176

00:05:25,360 --> 00:05:27,220

THEY WANT TO DO THE TRICK SHOTS THEY

177

00:05:27,221 --> 00:05:27,690

WANT TO DO.

178

00:05:27,691 --> 00:05:29,440

THE, UH, THIS MAKES SENSE OR NOT,

179

00:05:29,441 --> 00:05:30,400

BUT THEY WANT TO PLAY WITH A LOT OF

180

00:05:30,401 --> 00:05:32,780

SIDE AND APPEASE THE CROWD.

181

00:05:32,781 --> 00:05:33,770

YOU KNOW WHAT I MEAN?

182

00:05:33,780 --> 00:05:35,300

AND THAT'S ALL WELL AND GOOD.

183

00:05:35,310 --> 00:05:38,010

BUT A LOT OF THOSE PLAYERS HAVE NEVER

184

00:05:38,840 --> 00:05:40,260

ACHIEVED TO THE VERY TOP LEVEL.

185

00:05:40,261 --> 00:05:41,990

THERE WAS A GUY YEARS AND YEARS AGO.

186

00:05:42,000 --> 00:05:42,960

IF YOU DON'T FOLLOW SNOOKER,

187

00:05:42,970 --> 00:05:43,890

YOU'VE NEVER HEARD OF HIM.

188

00:05:43,891 --> 00:05:44,680

BUT THAT'S OKAY.

189

00:05:44,690 --> 00:05:45,410

IT'S A GOOD EXAMPLE,

190

00:05:45,411 --> 00:05:46,290

AND I'LL FINISH WITH THIS.

191

00:05:46,300 --> 00:05:48,070

HIS NAME IS JIMMY WHITE.

192

00:05:48,080 --> 00:05:50,330

THEY CALL HIM THE WHIRLWIND BECAUSE HE'S

193

00:05:50,331 --> 00:05:51,740

SO ENTERTAINING TO WATCH.

194

00:05:51,741 --> 00:05:53,240

HE'S IN HIS SIXTIES NOW,

195

00:05:53,241 --> 00:05:55,350

BUT HE'S STILL GOING STRONG AS A

196

00:05:55,351 --> 00:05:56,490

PROFESSIONAL SNOOKER PLAYER.

197

00:05:56,500 --> 00:05:58,960

HOWEVER, JIMMY HAS NEVER,

198

00:05:58,970 --> 00:06:01,780

EVER WON THE WORLD CHAMPIONSHIP SNOOKER,

199

00:06:01,790 --> 00:06:04,500

BUT HE'S BEEN IN SEVERAL FINALS AND

200

00:06:04,501 --> 00:06:06,650

HE'S LOST EVERY SINGLE TIME.

201

00:06:06,840 --> 00:06:08,420

SO HE WAS THE SHOWMAN.

202

00:06:08,430 --> 00:06:10,560

BUT HE WAS ALSO A PARTY BOY AND HE

203

00:06:10,561 --> 00:06:13,270

WAS OUT ALL HOURS AND HE WASN'T DOING

204

00:06:13,271 --> 00:06:15,660

THE FUNDAMENTALS THAT THE PLAYERS AROUND

205

00:06:15,661 --> 00:06:17,655

HIM WHO WERE WINNING ALL THE COMPETITIONS WE'RE DOING.

206

00:06:17,656 --> 00:06:20,390

DON'T BE JIMMY WHITE.

207

00:06:20,391 --> 00:06:21,120

DO THE THE FUNDAMENTALS.

208

00:06:21,121 --> 00:06:22,460

MAKE SURE YOU'RE WINNING.

209

00:06:22,470 --> 00:06:24,460

OKAY, THAT'S MY MESSAGE TODAY.

210

00:06:24,470 --> 00:06:25,690

IF YOU HAVE ANY QUESTIONS WHATSOEVER,

211

00:06:25,700 --> 00:06:27,830

REACH OUT AND I'LL BE HAPPY TO HELP.

212

00:06:27,840 --> 00:06:31,110

ALSO, FINAL THING, I'M ACTUALLY PUTTING TOGETHER

213

00:06:31,610 --> 00:06:34,130

A WHOLE NEW SERIES ON THE ONLINE TRAINING

214

00:06:34,140 --> 00:06:36,910

SYSTEM AROUND MINDSET.

215

00:06:36,920 --> 00:06:38,500

SO I'M HOPING THAT YOU'RE GONNA REALLY

216

00:06:38,501 --> 00:06:40,760

LOVE THAT BECAUSE IT'S POWERFUL STUFF

217

00:06:40,770 --> 00:06:43,100

THAT I'VE LEARNED OVER THE YEARS THAT

218

00:06:43,101 --> 00:06:46,200

CAN REALLY HELP WITH YOUR MINDSET AND

219

00:06:46,201 --> 00:06:48,020

MAKING SURE THAT YOU'RE IN THE

220

00:06:48,021 --> 00:06:51,170

ZONE MORE OFTEN THAN NOT.

221

00:06:51,180 --> 00:06:52,220

OKAY. ALL RIGHT,

222

00:06:52,230 --> 00:06:53,300

I'LL SEE YOU SOON. CIAO