

LEADERSHIP AT ALL LEVELS

With Gail Lowney Alofsin

Show Up To Win

"What is the single most important quality in a tennis champion? I would have to say desire, staying in there and winning matches when you are not playing that well."

– John McEnroe



This past July, my family and I had the privilege of hosting Erik Crepaldi, a tennis professional from Italy, during the ATP Tournament at the Tennis Hall of Fame in Newport, RI. His positive demeanor, high energy and refreshing attitude were evident within the first minutes we met. By the end of the week, we were inspired by his innate wisdom, winning mindset and approach to life.

Erik plays in tournaments throughout the world. Organizing the logistics – travel, accommodations, transport, etc... is akin to running an event. We were impressed with his organization and people skills in addition to his time management prowess. During the week that he graced our home, Erik shared his insight on life and "Showing up to WIN." A few of the lessons learned and reinforced by Erik are as follows.

Motivation

Only YOU can motivate YOU. Yes, you may have family, great coworkers, a boss or coach who inspires you, but you are the only one who can ensure your success. Find ways that motivate you, whether it is spiritual, physical, or emotional. Pick yourself up when you fall and know that when you do fall, you are steps closer to becoming better. In the words of tennis professional, Stan Wawrinka, "As a tennis player you have to get used to losing every week. Unless you win the tournament,

you always go home a loser. But you have to take the positive out of a defeat and go back to work. Improve to fail better."

Focused

We live in a world of distractions. When you stay focused on the things that you want to or must accomplish, you will feel the "rush of adrenalin" that accompanies success. Practice focus. Put your mobile phone away, shut the television off and be present. If our daily distractions appeared on the tennis court, we would never return that serve! Make time for your success.

Eye on the Goal

There is an expression, "When the why is strong enough, the how becomes easy." What is YOUR why? Whether your goals are personal or professional; stop, breathe and write down the steps that will assist you in accomplishing the goal in hand. Think about this when approaching your next project – is your eye on the ball?

Practice

"Champions keep playing until they get it right." -Billie Jean King

We all know people who can pick up a tennis racquet, golf club, or baseball bat, exhibiting "natural" talent. Professionals, in sports and in life, make practice a priority. The same way that we would stay in good shape, eat healthy foods and

practice our sport, translates to business. Prepare for your meetings, practice your presentations and keep at it until you do it right!

Mindset

You need to envision the win. Tennis champion, Novak Djokovic, in reminiscing on his childhood stated the he would make trophies out of assorted materials, look in the mirror and say, "Nole is the Champion." Your internal mindset sets your stage for success. You have prepared and practiced. Pull your shoulders back and go out there ready to take on your project 100%. It's Game Day!

Humility

Our son, Samuel, had the privilege of hitting the ball with Erik a few times during the week he stayed with us. During their final "game," Sam joked, "Hit it to me as if I were Rafael Nadal." Erik hit the ball extremely hard and to Sam's surprise, he returned it and it flew past Erik. Ace!

Erik's advice? When you return the "Rafa Ball" with an ace, throw up your hands and say "Nice game," shake hands and revel in the accomplishment. Humility is a gift, and our friend Erik, has certainly "aced" that. If you approach every day with a "Game's On" mindset, both at work and at home, you will be on the path to achievement. Grand Slam!

Gail Lowney Alofsin is an author, speaker, adjunct professor and business executive. Her new book, *Your Someday is NOW – What are you Waiting For?* has raised over \$25,000 for non-profit organizations since it was launched in April 2014.

A lifelong student and humanitarian, Gail believes that we all have the capability to be a leader in our own lives, influencing the lives of others to positive peak performance and success. She can be reached at 401-640-4418, gail@gailspeaks.com, twitter: [@gailalofsin](https://twitter.com/gailalofsin) and [gailspeaks.com](https://www.gailspeaks.com).