



Episode 173

How to Replace FEAR with Authenticity And L.U.V. with Jerry Lynch

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Guest: Dr. Jerry Lynch

- Renowned sports psychologist
- Worked with numerous championship teams across levels and sports
- Author of [Win the Day](#) and [The Competitive Buddha](#), and more!

Website: wayofchampions.com

The Playing Time Culture System Online Course: buff.ly/2L8lrQM

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Episode Notes

- **The biggest internal struggle that coaches wrestle with:**
 - FEAR
 - **F**alse **E**vidence **A**ppearing **R**eal
 - Fear of losing, getting fired, losing their team, etc.
 - Example - When a coach is afraid of losing their team they will often exert more control, which actually leads to them losing their team!
 - Be cautious about the rules and regulations you give your athletes
 - The more you give them, the more they're tempted to break and looking over their shoulder for



- Successful coaches have low amounts of fear
 - It allows them to be themselves!
 - Great coaching is all about being yourself
 - Ex - Steve Kerr tells his players he is who he is and nothing will change that
 - If you're not going to be yourself, who are you going to be?
 - You can take strategies that others use, but you can't be them!
- Fear keeps us from being vulnerable and authentic
 - We admire people who are vulnerable and authentic, so why don't we do it ourselves?
- **Head Space and Heart Space:**
 - Nate's question: do I have to be a head coach to be the best me?
 - What is it that I enjoy the most about coaching?
 - Connecting with kids!
 - He can still do the things that are aligned with his purpose regardless of his role
- **Coaching with compassion:**
 - Phil Jackson and Steve Kerr both emphasize the importance of compassion in coaching
 - In the past, tribes of warriors would make it a rule that the leader of the tribe had to serve as a warrior as a year
 - As coaches, we need to be reminded of what it feels like to be a beginning again!
 - Consider how it feels to be the assistant coach or player on your team
 - "Awareness is the seed of compassion" - Phil Jackson
 - It's a circular pattern, the more aware you become, the more compassionate you become and vice versa
 - Listen more!



- **Coaching with love:**

- “It takes a number of critical factors to win an NBA championship. It takes talent. It takes creativity. It takes a certain IQ. It takes toughness, resilience, and even some luck. But, if a team doesn’t have the essential ingredient, then none of those factors matter. The factor is love.” - Phil Jackson
- *The Art of War* by Sun Tzu
 - Second most read book to the bible
 - Love is essential to winning!
- When players feel loved, they’ll go the distance for you!
 - Make them feel like they are the most important person in the world
- Great coaches love, connect, and care for athletes
 - It’s often the assistant coach that athletes feel the most connected to
- “Your influence is never neutral”
 - The more we are aware of the power of our influence, the more power we have to influence the outcome of our interactions
- It’s not about having power OVER someone, it’s about having power *with* and *to* others

- **L.U.V.**

- **L**istening
- **U**nderstand by asking questions
- **V**alidate
- You’ll become a more aware coach!



- **How to give others the feeling of being loved:**
 - It doesn't just happen, it's not natural
 - You have to learn how to get into someone else's heart
 - Dean Smith conversation
 - Made Jerry feel important and valued
 - Dean Smith changed his WHY
 - He became aware of why he was in different places
 - To make a difference
 - To master his craft - coaching
 - You influence people by connecting with them
 - Start asking: "How can I serve this person in this moment?"
- **The River Effect:**
 - **R**elvant
 - **I**mportant
 - **V**alued
 - **E**mpowered
 - **R**espected
 - Throw the people you lead in the RIVER!
 - What are you willing to do for a person when they treat you with that?