

# Newsletter: June/July 2002

## Sportsmind: The mental edge.

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## 1 Your Last Newsletter??

### Register on-line for future Sportsmind newsletters.

As from July 1st, changes to privacy laws make it necessary for you to give **written permission** for me to continue to forward Sportsmind newsletters and updates.

I think this is a good thing. While I have strived to forward mail only to those who have requested it, people's interests change, and I don't wish to waste your time. Further, with the advent of on-line services, it is now possible to distribute 'e-zines' cheaply and more effectively than posting.

**So, from now on, Sportsmind newsletters and updates will be forwarded quarterly via email – IF YOU REGISTER TO DO SO.**

**E-Mail [jeff@sportsmind.com.au](mailto:jeff@sportsmind.com.au) you'll be deleted from our mailing list.**

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## 2 Mental Fitness

### The Optimism test.

To succeed in sport you want to have an unshakeable positive mental attitude. The attitude and ability to focus on the **solution** and the goal rather than problems, obstacles or mistakes.  
What we call *optimism*.

Optimism equates with personal, business, educational and sporting success. People who are the most optimistic are usually the most successful - and this is particularly true in sport.

So one measure of mental 'fitness' is how optimistic you are.

The questionnaire you completed offers a simple measure of personal optimism.

Evaluate your answers using the following system:

1. Start by looking at every odd numbered question, and mark an 'A' choice with 1 point and a 'B' choice with 0 points.  
(Eg, if in question 1 you chose response 'A', you would get 1 point for that question).
2. Now look at every even numbered question, and mark an 'A' choice with 0 points and a 'B' choice with 1 point.

(Eg. if in question 2 you chose response 'A', you would get no points for that question)

3. Next, look at the subheadings: PmG, PmB, PvG and PvB, and add your individual question scores to get a total for each of these categories. There are five questions for each category.

4. Finally, add up your total 'B' and total 'G' scores.

### **Interpretation**

If your total 'B' score is

- \* 3 or below, is optimistic;
- \* 4 - 6, is average;
- \* 7 or above, is pessimistic.

If your total 'G' score is

- \* 8 - 10 is optimistic;
- \* 6 - 7, is average;
- \* 5 or below, is pessimistic.

### **Understanding Optimism**

The questionnaire measures what is known as your 'explanatory style' – or how you explain to yourself 'why' events happen to you. It's based on the work of Dr. Martin Seligman, who has suggested that there are two types of explanatory style, and they significantly affect our behaviour and performance.

A pessimistic explanatory style leads to feelings of helplessness, while an optimistic explanatory style provides feelings of self empowerment. In essence, how you explain to yourself 'why' events happen, (and particularly how you explain why negative events happen), determines how you face up to those events and how helpless, or empowered, you feel in the situation.

This is incredibly important because what we are measuring here is essentially the *quitting response* – how much of a fighter you are; how likely you are to give up when the going gets tough. How *persistent* you are.

Let me explain. When something negative happens to us, (for example, not being selected for the team; or our partner leaving us; or losing a job; whatever), all of us – no matter how positive we are – feel momentarily 'helpless'. *However, after that moment of helplessness, how you respond to the situation from then on is determined by your explanatory style.*

If you tend to explain the negative event in an optimistic way, you'll be more likely to pick yourself up and do what needs to be done, than if you explain the event in a pessimistic way.

Now persistence is really important to sporting success, isn't it? To succeed in sport requires persistence to overcome the numerous trials, setbacks and obstacles along the way. I don't know of any great sportsperson who's had an 'easy' road, do you?

**Your personal explanatory style affects how you deal with those setbacks, and identifies how persistent you are – how much of a fighter you are.**

Dr. Seligman and his colleagues worked with literally thousands of individuals, determined their level of optimism or pessimism, and discovered beyond any doubt that an individual's, (or a team's), level of optimism significantly influenced their performance in all areas of life. Optimism has been shown to be of significance in career performance, school and college results, sports performances, political fortunes, and even personal health and longevity.

Optimists are more likely to win when running for public office; generally have better health and immune function; achieve higher grades at school and college; succeed more often on the sporting field; and even live longer.

Pessimists are more frequently depressed; fail more frequently, even when success is attainable; exhibit more and more protracted periods of illness and injury; generally don't achieve their potential in their careers or sport that their talents warrant; and die younger.

***Your personal performance in all areas of life is profoundly influenced by your explanatory style – by the explanations you're making about 'why' things happen to you. The more optimistic your explanations, the more likely you are to succeed in any endeavour.***

Optimism research has even been used to accurately *predict* individual and team performances based on prior measurement of their explanatory style. In work with college freshman and army cadets, Dr. Seligman was able to successfully predict which students and cadets would drop out based on their optimism scores.

In work for large corporations, he has predicted which new sales recruits would go on to become the best sales people. And in working with the National Baseball and Basketball Leagues in the USA he even successfully predicted which teams would win matches based on their collective optimism scores!

The good news is that optimism is a *learned behaviour* – and everyone can improve their level of optimism and positivity, and hence improve their

performance. [One of the goals of the six week program provided in the *Sportsmind Mental Training Manual* is to train athletes to be more optimistic.]

[Your can order this and other Sportsmind products online!](#)

## **HOW MENTALLY FIT ARE YOU?**

Take the Sportsmind test ...

Circle one response per question, and answer every question even though the situation may never have happened to you. Read each description and imagine it happening to you; then choose the response that is most closest to how you would think in that situation.

### **PmG**

1. Situation: You are asked to replace a player in a higher grade who is injured :

A: I am good enough to play in the higher grade.

B: I have filled in occasionally before when needed.

2. Situation: You win a tournament / important game :

A: I was feeling unbeatable that day.

B: I always put a lot of effort into my training.

3. Situation: You do exceptionally well in an interview for a coaching position :

A: I always perform well in interviews.

B: I felt very relaxed and confident in the interview.

4. Situation: Despite being new to the team, you are put in the starting lineup :

A: I was in top form that day.

B: I am enthusiastic and try hard.

5. Situation: You invite a few team mates over for a party, and it's a raging success :

A: I host great parties.

B: I was particularly friendly that night.

### **PmB**

6. Situation: You forget to go to training after a long weekend :

A: My mind was still on holiday that day.

B: I always forget when my routine is disrupted.

7. Situation: You lose your cool with the referee during a game :

A: That referee is biased against me.

B: He / She didn't referee fairly in the game.

8. Situation: You put on a lot of weight over Christmas and have trouble getting back to your peak weight and fitness :

A: The diet I tried didn't work.  
B: It's always hard to get back into training after a break.

9. Situation: Your coach says something that hurts your feelings :

A: He / She is always very cutting with criticism.  
B: He / She was in a grumpy mood and took it out on me.

10. Situation: You've been feeling very tired lately :

A: I've been really busy this week.  
B: I don't get a chance to relax.

PvG

11. Situation: You successfully resuscitate a person who was pulled from the surf :

A: I stay calm in a crisis.  
B: I'm trained in first aid.

12. Situation: Your team is losing, and the coach asks your advice:

A: I know some good plays for pressure situations.  
B: I always keep an overall perspective on the game.

13. Situation: You win a 'most improved player' award :

A: I was the most improved player.  
B: I had important wins near the end of the season.

14. Situation: Your coach tells you you are at peak fitness level :

A: I stuck to my training program.  
B: I'm very fitness conscious.

15. Situation: A team member comments on your confidence :

A: I am a confident person.  
B: I've been playing well lately.

PvB

16. Situation: You perform poorly at an event for which you've been training hard :

A: The competition was fierce that day.  
B: I'm not a natural athlete.

17. Situation: The coach says you're not working hard enough :

A: I'm not as motivated as everyone else in the team.  
B: I have been slacking off a bit lately.

18. Situation: Your romantic partner breaks it off with you :

A: I didn't communicate well with him / her.

B: I'm too moody.

19. Situation: You are in charge of a team training session while your coach is sick, and no one enjoys the training :

A: I'm not very good at coaching.

B: I didn't put much thought into the coaching session.

20. Situation: You forget to go to an unscheduled training session.

A: I forgot to check my diary that day.

B: I've got a bad memory for things like that.

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### 3 Self Perception

#### How do you see yourself?

This year marks my ninth year of Aikido training, and there is one thing above all the other great benefits that Budo training teaches us as sportspeople – that we are not merely a body. Of course we inhabit and use a body, however another way to think of ourselves is as an energy system.

The advantages of such a self perception are many, but the most significant is the difference in appreciating what one is capable of, or not. Bodies are subject to the laws of physics and mechanics, however energy obeys different rules to that of matter. See yourself as just a body, and you're limited by physical 'reality'; identify with the energetic self and you have very different capabilities.

This simple principle is demonstrated to beginners in their first lessons when the instructor has two strong individuals lift him up, one on either side – which they do without great effort. He then uses the power of his imagination and will to direct his energy down, 'grounding' himself, and again asks the students to lift him. Try as they may, they are unable to, until he releases his energy. You don't need to be an Aikido Master to do this, you can verify it for yourself – try it out with a friend.

The interesting point of course is how does it happen? It is a verifiable fact that at one moment the person is able to be lifted, and moments later is not – or at the very least is experienced as much 'heavier' and more difficult to lift!

Obviously physical reality does not change – the person still weighs the same amount as they did moments ago. What changes is the *energetic relationship* between the lifter and the person being lifted. In one instance the person's energy is in neutral and the person lifting is directing energy upwards; in the second instance, you have two opposing forces causing resistance.

Where this can be useful for sportspeople is to ask the question – if I were to extend, or contract, my energy now (or pretend I could), how does this affect my performance? If I thought of myself as energy, rather than as matter, how does this change things? Play with this for a bit and let me know your experiences!

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## **4 Achievers Log**

**(The achievers log will be available for sale from the website soon).**

The Sportsmind achievers log is available in pads of 50 sheets for the introductory price of \$7.50 including postage for July and August 2002.

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## **5 Sportsmind News**

### **When is the next Mental Mastery?**

The next Mental Mastery program is scheduled for August 14 - 18 at the magnificent Sports Super Centre on the Gold Coast.

Check the website for the most [recent updates to course dates and venues](#). A few of the up and coming highlights are:

#### **MENTAL MASTERY COURSE**

August 14 - 18 : Gold Coast

October 18 - 22: Sydney

#### **COACHING EXCELLENCE**

October 17 - 24 : Sydney

#### **SPORTS HYPNOSIS**

September 20 - 22 : Byron Bay

Comments from those who attended the earlier programs in January and May this year :

*“Before I attended Sportsmind Mental Mastery I was struggling mentally in my tennis. I knew that my mental fitness needed work but I didn’t know how to train myself. Jeffrey’s workshop taught me about myself and I walked away with the necessary tools to overcome all my obstacles with a new dimension to my sport.”*

**Daniel Aguilar, Tennis, NSW.**

*“Your concentration and ‘uptime’ techniques helped me win the 100m at the National Masters Athletics championships and the 200m at the Victorian State*

*Championships. I intend to use these and other Sportsmind techniques I learned at the Mental Mastery program to succeed again in the World Masters Games."*  
**Kathleen Cook, sprinter, Vic.**

*"Doing Mental Mastery was one of the best decisions I've ever made. Jeffrey's techniques are so powerful and the changes I have made have left my mind and body free to progress to greatness. I recommend this course to any and every athlete, no matter what level. It has opened my eyes to the natural strategies of champions – one's we all have within us. Thankyou Jeffrey!"*  
**Rowena Bright, Australian Olympic Skiing team, Winter Olympics 2002.**

*"Sportsmind Mental Mastery has helped me identify clearly how I operate and how to achieve my dreams. Thanks for the experience."*  
**Wayne Thompson, Masseur and Sports Trainer, NZ Maori Colts, NZ.**

*"When I first came here I had no idea how much I was allowing other people to shape my decisions and ideas rather than controlling my own destiny. You've shown me how to find where I am going, and you've given me a roadmap to help me get there. Thankyou."*  
**Linda Blowers, Pistol Shooting, Qld.**

*"Mental Mastery provides incredibly valuable exercises to apply to life – confronting and uplifting. This course should most definitely be taught in schools!"*  
**Jane Doyle, Personal Trainer, Adelaide.**

## **What other programs have been happening?**

A busy six months with programs on *Design Your Life* for **Telstra**; *Champion Thoughts and Core of Confidence* for **Qld University**; *Self Esteem* for students at **St Columban's College**; speaking for **Filex 2002**; *Mental Training* for **King's Beach SLS Club**; and another session for the **PGA** for professional golfers in Townsville, who were so pleased they've booked me again for next year!

*"Jeffrey's Sportsmind workshops for the PGA were most successful with member feedback indicating that attendees walked away with practical tools they could utilise immediately with their players."*  
**Phil Ayres, National Education Manager, Professional Golfers Assn.**

I've also linked with **Gary Stickler** (who coached **Patrick Rafter**) to run Sportsmind classes for his elite squads from July, and also helped a couple of **Brian Swan's** top young golfers with their mental game.

## What about Scholarships?

Scholarship places are available for Mental Mastery workshops. Two full-tuition and five half-tuition scholarships are awarded at each program. Applications are to be received no later than a month prior to course commencement. Full details [on-line](#).

Scholarship winners so far this year:

- \* Linda Blowers (pistol shooting)
- \* Natalia Hill (Irish dance)
- \* Jacqui Flinn (golf)
- \* Davin Lloyd (golf)
- \* Kristee La Rocca (golf)
- \* Daiki Chujo (Equestrian)
- \* Hailey Stuart (in-line skating)
- \* Sam Lumley (baseball)
- \* Jane Doyle (personal trainer)
- \* Katie Knight (cycling)

Here are some of their comments :

*"In five days I have learned so much! I am walking from the course and into my future as a more confident, focused, relaxed and happy individual, not only in my sport, but in my life away from sport. The tools and resources I have gathered are invaluable – I'm extremely confident, 10 foot tall, and bulletproof! Jeff you're a legend and Mental Mastery rocks!"*

**Katie Knight, cyclist, Vic.**

*"Jeffrey, thank you so much for such an inspirational course, I have learned so much in the five days of being here. My attitude has changed so much, I am a more confident and happy person who now definitely knows what goals I want to achieve and how to achieve them in a more positive way."*

**Kristee La Rocca, Golf, Qld.**

*"Jeffrey, your Mental Mastery course has changed my life. I have found my goal, I feel more confident. The only problem is that I didn't find your course sooner!"*

**Sam Lumley, Baseball, Gladstone.**

*"Sportsmind Mental Mastery is the edge. Never a dull moment. After completing it I feel so confident and focused about my future. So many opportunities have developed. Thanks Jeffrey."*

**Jacqui Flinn, professional golfer, NSW.**

*"In Irish Dancing you need the full package of both physical and mental strength. Sportsmind Mental Mastery has now given me the knowledge to take with me on*

*my journey to achieve my personal best. Thanks for the great learning experience.”*

**Natalia Hill, Irish Dancing, Qld.**

## **Can I try out Sportsmind Coaching?**

**Yes you can – for FREE!**

If you're interested in trying one-on-one performance coaching with an accredited Sportsmind coach, please contact any of the licensed coaches below for a free trial session.

### **BRISBANE & S.E. QLD**

Jeffrey Hodges 5445 7994 / 5500 9988

Glenys Cox 5495 7797

Kim Timothy 5444 5541

Graham Keleher 3841 3300

### **MELBOURNE**

Willie Hill 03 9553 6168

Kevin Scott 9386 4458 / 0414 792 605

Murray Beveridge 0411 705 491

### **SYDNEY**

Joanne Mansell 0416181654

### **HOBART**

John Bermingham 6224 8738

### **PERTH**

Angie Cassian 9272 8929

Matt Harbour 9286 1427 / 0421571856

### **NEW ZEALAND**

Barry Ulliyott 0415 557 400

### **UNITED KINGDOM – London**

Jose Menendez 870 741 4322

David Smith 1727 869 665

Lizzy Mason 837 62059

Steve Blower 970 209 460

### **CANADA – Markham, Ontario**

Dave Grace 905 479 9388

**SPAIN**

Mario Salvador 34 982 280 211

**What is the future direction for Sportsmind?**

Over the next ten years our goal is to make Sportsmind the leading performance coaching and personal development provider for athletes in the world - and to establish a network of 1,000 Sportsmind accredited performance consultants who can provide assistance for top athletes, sports clubs and corporations - worldwide. The people involved will have a practicing sports background, have an interest in coaching, and be superb facilitators able to create learning environments which are challenging, enjoyable and directed at personal development.

**How to Become Part of the Vision**

To be part of this vision, you will complete a Sportsmind Coaching Excellence or NLP Practitioner course to attain Level 1 or 2 Sportsmind accreditation. You will then be granted a licence to practice in your area. If you're interested in establishing a career in sports performance coaching, please consider the opportunity involvement with Sportsmind provides.

For more details about Sportsmind contact Jeffrey Hodges:

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