

Importance of Leadership

A FRIEND AND TWO-TIME BOOT CAMP graduate, John Munro, gave me a photocopied page that he keeps with him from a decade old Boot Camp manual. I recognized the words immediately as my own; they are as appropriate today as they were then. I re-keyed the document in order to share it with you.

On Leading Others

Certainly no regrets, but had I understood one simple message earlier in my gym club career, I would have been years ahead in the growth of my various businesses, not to mention having saved heaps of personal frustration. I hope that this message can help you.

The message is so simple that you do not have to learn any details or 'techniques.' You must merely make a decision to adopt the message as a 'universal truth'—a personal belief—and watch as you evolve new techniques based on your new belief. (Note: in fact, I believe any other approach to changing behavior will ultimately be wasted effort.)

THE SIMPLE MESSAGE IS THIS: Push the learning of EVERY professional skill (marketing, coaching, spotting, financial analysis, etc.) down your personal priority ladder until this one foundational skill becomes the center of your professional

focus: **LEADERSHIP**, the ability to influence others toward the accomplishment of a worthy goal.

This message is simple, but what a difficult task it is for most! It's all the more reason to tackle the area of leadership! If leadership were easy, everybody would be good at it. Remember, successful people do the things unsuccessful people don't want to do. In the gymnastics industry, no matter whether you are a coach, manager or owner, the 5% who accept the challenge and become a skillful leader will leave the other 95% behind. I've personally experienced it and witnessed it many times over. I'm sure of it today more than I was yesterday. The business and coaching world belongs to those who have mastered leadership. Believe it and place leadership at the center of your focus. Congratulations on your accelerated career.

Self-Concept Of A Leader

"I see myself as the captain of the ship. As captain, my highest responsibility is to the fulfillment of our high goal. My most important task is to influence my crew to willingly sacrifice their personal energy and utilize their unlimited ingenuity in order to reach our high goal. There is no question in my mind that any failure to reach our goal



will not be a factor of my crew's abilities or desire to perform but, rather, of my own mistakes in leading. I am comfortable in knowing that I am solely responsible for meeting our goal and, one way or another, we will succeed and all who contributed to the achievement will grow because of the effort."

The above paragraph might epitomize one leader's concept of self. Within the paragraph are many subtle messages which can only be listed here, due to space. At Congress, each message will be discussed individually and at length!

(NOTE: for this manuscript, limited space made it necessary for me to choose between writing about the specifics of the talk and skipping the generalities, or vice versa. In the name of doing the greatest good for those reading, but not attending the talk, I opted for the latter.) ✕

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