

# Wisdom from the Hardcourts ..What You Can Learn from "The Big Dance"

By Barry Goss

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Most of you, who have been subscribers for awhile, know I'm a HUGE basketball fan (hey, according to YOU - via the Reader's Choice Award - one of my best articles was spawned outta of a brilliant statement I heard come straight out of Bill Walton's mouth :)

Basketball, like business and life in general, can be a fun and enjoyable experience. But, the game, like business and life in general, also demands discipline, hard work, and mental toughness. If you learn from it, something great can be taken from every experience.

Because the NCAA 64 Team, single elimination Men's College Basketball Tournament (AKA, "The Big Dance" & "March Madness) started yesterday, it only felt fitting to talk about how lessons learned on the basketball court can almost always be applied off the court.

As Network Marketers, we ALL are plainly aware of the reasoning and power behind building a C.P.R (Consistent \* Predictable \* Reliable) team of business partners. Certainly, if we didn't understand the advantage of building a T.E.A.M. (Together Everybody Achieves More) of solid leaders, we wouldn't be utilizing this industry's inherent bedrock principle: Leverage.

Like the hard-charging, perfectionist basketball coach who constantly repeats the same drills - the same knowledge - over and over and over again, we also do this to teach our downline one very important personal attribute: Confidence (i.e, "...yes, this business DOES work and, yes, you CAN do it if you have the will...").

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