



**Develop the Winner's Mentality**, (Xlibris, 2005)  
Bob Reese, PhD

## **CHAPTER 4: VISUALIZATION ~ AN ESSENTIAL MENTAL SKILL**

### **ASSIMILATION & APPLICATION ~ VISUALIZATION**

#### **COMPETITIVE PREPARATION (Sport)**

Visualize Specific Sports Skills

1. You must *become aware* during practice first and then also during competition.
  - A. How is your body positioned?
  - B. In what muscles do you feel tension or stress?
  - C. Concentrate on *feeling* the movement.
2. Include *cue* words or *anchors*.
  - A. “slow and smooth”, or “attack”, etc.
3. *See* yourself through your eyes – from the *inside out* – while executing skill
  - A. Where are your eyes focused?
4. *See* yourself from the *3<sup>rd</sup> person perspective* – from the *outside* as a spectator.
  - A. Using perfect technique.
5. Do you need awareness of surroundings?
  - A. If so, include them.
6. Visualize perfect technique.
  - A. Include *rhythm, tempo, and timing* of actual play.
7. *See* the *entire* performance.
  - A. Pre-event warm up to successful completion.
8. *See* yourself come back from *distractions, situations, disturbances* and *mistakes* as a **WINNER!**
9. Correct mistakes.
  - A. Tactical errors.
  - B. Don't repeat mistakes.
10. Prepare for unexpected:
  - A. Weather.
  - B. “Bad calls”.
  - C. Equipment failure.
  - D. Bizarre happenings (“streaker”, power outage, etc.).
  - E. Technical.
11. Reinforce skills.
12. Remember the positive.
  - A. Always finish successfully.



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**ASSIMILATION & APPLICATION ~ VISUALIZATION**

**COMPETITIVE PREPARATION (Life, Business, Academic)**

The techniques taught in Application Exercise *Competitive Preparation (Sport)* may be applied to any competition or event: a business presentation, school examination, a relationship, etc. Incorporate the entire sequence from the sports competitive preparation making it applicable to your desired endeavor.

**Academics ~ Prepare for an exam:**

- ▶ Set your goal(s) prior to the exam.
- ▶ *See* yourself in the classroom.
- ▶ *Feel* how confident and calm you are.
- ▶ Repeating "Key Word/Phrase", *see* yourself answering the questions correctly.

**Business ~ Making a sale:**

- ▶ Set your goal(s) before meeting the customer.
- ▶ *See* the customer.
- ▶ *Feel* yourself approach.
- ▶ *Hear* yourself make your "Introduction".
- ▶ *See, feel, hear* yourself meet "the needs" of the customer.
- ▶ *See, feel, hear* yourself *close* the deal!