



5 Minute Clarity

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“A baseball swing is a very finely tuned instrument. It is repetition, and more repetition, then a little more after that.” - Reggie Jackson

Is Mastery Hours or Reps?

Malcolm Gladwell wrote a book titled Outliers. The basic premise of the book is that to achieve mastery or the highest level of proficiency may require around 10,000 hours of practice or experience.

I believe a stronger focus is developed when we focus on the number of repetitions (reps) in order to achieve mastery of a skill.

In the dojo, we focus on reps in order to build confidence, muscle memory and rhythm in the student's technique. We don't have hours to spend; only a finite number of reps. My Sensei wrote an essay in the mid 80's discussing this subject and he stated that you can say a martial technique is yours after you have done it approximately 10,000 times.

The same holds true for you. I suggest changing your focus from **hours** to **reps**.

Two salespeople can start working in the same company on the same day. Both focus on mastering the skill of making telephone calls. One paces himself based on the 10,000 hour rule. This equates to 1,250 eight-hour work days, or 5 working years.

The other focuses and strives to get through the first 10,000 calls in one year. This is approximately 41 calls per working day.

Which salesperson do you want on your team?

POINTS TO CLARITY

What is the ONE skill you want to most improve in your life or career this year?

What is the ONE activity that if done more frequently and consistently would produce amazing results for you?

How many reps per day or per week do you perform this activity?

How many reps per day or per week would it take to double your current results?

What is the next step(s) you need to take to get started today?

DECISIONS & ACTIONS I WILL COMMIT TO: