## **Twitter Thread by Shane Martin**





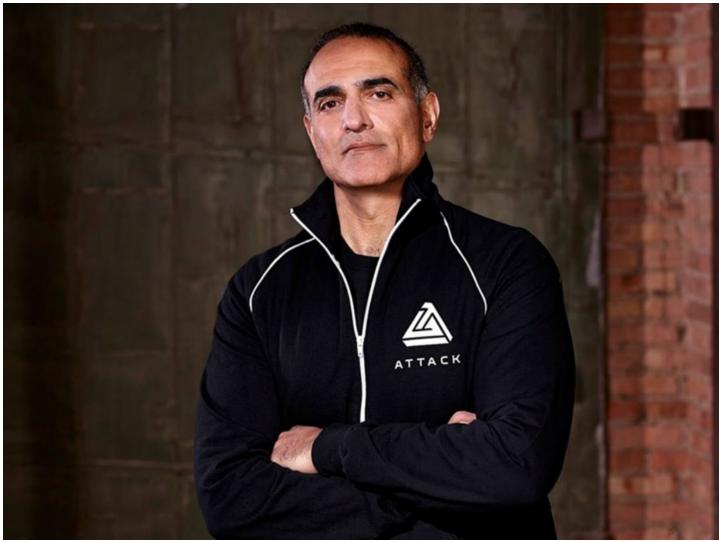
Michael Jordan. Kobe Bryant. D Wade.

3 killers... but 1 man behind the curtain.

Performance coach & mindset engineer — Tim Grover.

I spent hours studying his stuff...

Here are 7 key lessons for developing killer instinct, dominating the competition & coming out on top.



1 / Be Relentless

Success isn't as complicated as most people think.

In fact, Tim boils it down to one simple trait: relentlessness.

For some...it's innate. But for the rest of us, it's a choice.

But what exactly does it mean to be relentless?

2/ Lose "Good Enough"

Over the years, MJ racked up quite a few championships.

But every off season he had one goal: to get better.

Why?

For winners, "good enough" is not an option.

Being relentless means committing to endless improvement —even when you're winning.

| Put it to practice:   |
|---|
| Every time you achieve a goal, schedule a check in.   |
| Ask yourself: - Where did I fall short? - What's my next advantage? - Where am I phoning it in?   |
| Winners don't get complacent with small victories   |
| Identify the next opportunity & pounce on it.   |
| 3/ Cooler, Closer, Cleaner  |
| Grover has a simple framework for categorizing competitors:   |
| <ol> <li>Coolers: Avoid confrontation</li> <li>Closers: Follow you into battle</li> <li>Cleaners: Start the war, then finish it.</li> </ol> |
| Metaphors aside, Cleaner's win. And they win big.   |
| Which one are you?  |
| 4/ Extreme Ownership  |
| When you screw up, you have three options:  |
| <ol> <li>Explain</li> <li>Blame</li> <li>Own</li> </ol>   |
| Kobe had many opportunities to blame his team —especially in the dark days of 05 - 07.  |
| But he knew that only one of those choices leads to growth.   |
| Every time you take responsibility for a mistake, you put you into a "constant growth cycle".   |
| Screw up > own > learn > improve  |
| No matter the outcome   |
| Take responsibility and figure out how to do better next time.  |
| 5/ Skip Shortcuts   |

Put simply, Grover is not a fan of shortcuts, and neither are his disciples.

His formula is simple.

## Define:

- 1. Where you are now
- 2. Where you want to be instead
- 3. What you're willing to do to get there

Then make a plan and act on it.

Relentlessly.

6 / Welcome Pressure

How we view pressure determines how we're impacted by it:

If we fear it, it hurts us. (negative stress, degrades performance)

If we embrace it, it builds us. (sharpened focus, creates definition)



Put it to practice:

Try intentionally putting yourself into stressful situations.

Volunteer to give the presentation or to lead the sales call.

Your goal is simple: get in some small "pressure reps" so when the time comes, you're ready.

7/ Work Harder

After every game, Grover used to ask MJ one question:

"Five, six, or seven?"

What he meant: "What time we hitting the gym in the morning?"

| Not if But when.   |  |
|--|--|
| Win, loss, soreness, fatigue — didn't matter.  |  |
| Back to work.  |  |
| This thread is part 2 in a series where I'll be deconstructing the habits, routines and hacks of high performing people. |  |
| Make sure to follow me to stay tuned: <a href="Martin"></a>  |  |
| If you learned anything interesting from this thread, a retweet would be greatly appreciated!                            |  |
| Linked it below!   |  |
| Thanks for reading   |  |
| https://t.co/MUm4u9lylr  |  |
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| \U0001f447 pic.twitter.com/yMKomZ3biu  |  |
| — Shane Martin (@ShaneMartin) April 6, 2022  |  |
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