

## Preface

**T***he Consultant's Guide to Excellence* is a practical guide on Education for Excellence and Quality Living. This book focuses on the consultant's role in nurturing excellence. It was written by four of the world's leading sport and performance enhancement consultants, all of whom guide the pursuit of excellence through strengthening positive attitudes and improving focusing skills. Many of the examples in this book come from working with high performance athletes at the Olympic and professional level. However, the concepts and strategies discussed are relevant for consulting with performers in any domain, whether it be related to school, the workplace, sport, health or the performing arts. The goal is to help people pursue their personal potential through strengthening commitment and mental skills for excellence. Most consultants work with people or groups who have already attained a level of technical expertise, usually through a combination of education, practice or personal experience, along with the practical guidance of coaches, role models or managers. We do not have to tell a professional hockey player how to shoot a puck or a computer programmer how to create a program, and it is not our role to do so. But we can help them do what they choose to do with greater quality, consistency and confidence. What is often missing in their education is directly related to embracing a vision, attitude and focus that makes ongoing excellence a realistic possibility. Thus our consulting centers on developing and nurturing the essential mental links to excellence. I hope this book, as well as other resources on the Zone of Excellence, serve as a meaningful guide for you and for those with whom you work.

Simple Joys,  
Terry Orlick

# Table of Contents

<b>Preface</b> .....	3
<b>Introduction</b> .....	7
About the Authors .....	7
How This Book Came About .....	9
<b>Part I: Getting Started</b> .....	11
Our Ultimate Goal .....	11
Gaining Experience .....	17
Understanding Needs .....	20
Earning Trust and Respect .....	21
Readiness .....	23
<b>Part II: Program Delivery</b> .....	27
Group Meetings .....	27
First Presentation .....	29
Psychological Testing and Self Evaluation .....	32
Consulting Moments .....	35
<b>Part III: Making A Difference</b> .....	38
Developing a Positive Perspective for Excellence .....	38
Keep It in Perspective .....	41
Consulting Skills .....	43
<i>Effective Communication</i> .....	43
<i>Staying Focused and in the Present</i> .....	45
<i>Effective Listening</i> .....	45
<i>Athlete or Performer Commitment</i> .....	47
<i>Coach Commitment</i> .....	48
<i>Contact Time</i> .....	49
<i>Consultant Commitment</i> .....	50

<i>Stay Fit</i> .....	52
<i>Stay Positive</i> .....	52
<i>Low-Profile and Confidential Approach</i> .....	52
<b>Part IV: Fostering a Commitment to the Program</b> .....	54
Multiple Approaches .....	54
Keep Your Role in Perspective .....	57
Encourage Daily Use of Skills .....	58
Be Consistent .....	59
Teach Mental Discipline .....	60
Only Positive Action Counts .....	61
<b>Part V: Sharing Views on Effective Consulting</b> .....	63
Lessons on Quality Mental Preparation .....	63
Lessons on Quality Consulting	
from Olympic Athletes and Coaches .....	66
Lessons on Quality Consulting from Olympic Consultants ....	68
“Best-Ever” Consulting Experiences .....	73
Consultant Workshop Process .....	79
Consultant Questions for Reflection .....	80
<i>Sharing Wisdom</i> .....	81
<b>Part VI: Performance Enhancement Consulting</b> .....	82
Guiding Excellence for the Future .....	82
<b>Resource Materials</b> .....	83