

# **MOTIVATING ALL TYPES**

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## **Introduction:**

**What is our march?**

**“Nothing great was ever achieved without enthusiasm.”**

**-Ralph Waldo Emerson**

**Attitude**

**Work Ethic**

**Character**

**What do we believe in?**

**Commitment**

**Competitiveness**

**Courage**

**Confidence**

**Concentration**

**Control**

**How vested will we be?**

**Level of Commitment = Dedication + Sacrifice**

## **Modes of Motivation:**

**Intrinsic—play to individual needs**

**Hitting the target—Fit the campaign to the market**

**Personal inventories & assessments**

**Assigning staff to challenging cases**

**Address deficits in individual C's**

**Extrinsic**

**Ring the bell!**

**Visual aids:**

**Countdown Clock**

**Top 5 Board**

**Newsletters**

**Individual vs. Team Motivation:**

**Individual Motivation**

**Player Profiles**

**S.M.A.R.T. Goal Setting**

**Make goals matter**

**Eliminate clutter**

**1-on-1 "face time"**

**Team Motivation**

**Program Theme**

**Seasonal Theme**

**Off-season Drive**

**Testing and personal achievement**

**Pre-season—what's the plan**

**Conditioning sessions**

**Control the mind**

**Schedule dynamics**

**4<sup>th</sup> quarter fist**

**Music/video**

**Eliminating goal times**

**Breaking the rock**

**Past scores**

**Competition**

**Toughness vs. Enlightenment:**

**Helping athletes discover their capabilities**

**No Reserve, No Retreat, No Regret**

**The dream is free, the journey is not.**

**It IS their job.**

**Addition by Subtraction**

**Communication:**

**The role of body language**

**Words vs Tone/Body Language**

**Posture & fatigue**

**Keying on the eyes**

**Speaking to the group—players vs coaches**

## **Staff Motivation**

**Evaluation/assessment & the Complete Coach**

**Pick your spots and throw them in the fire**

**Use the strengths of each member**