

The Definite Dozen
By: Pat Summitt
University of Tennessee Lady Vols

1. Respect Yourself and Others

- There is no such thing as self-respect without respect for others.
- Individual success is a myth. No one succeeds all by herself.
- People who do not respect those around them will not make good team members and probably lack self-esteem themselves.
- When you ask yourself, “Do I deserve to succeed?” make sure the answer is yes.

2. Take Full Responsibility

- There are no shortcuts to success.
- You can’t assume larger responsibility without taking responsibility for the small things, too.
- Being responsible sometimes means making tough, unpopular decisions.
- Admit to and make yourself accountable for mistakes. How can you improve if you’re never wrong.

3. Develop and Demonstrate Loyalty

- Loyalty is not unilateral. You have to give it to receive it.
- The family business model is a successful one because it fosters loyalty and trust.
- Surround yourself with people who are better than you are. Seek out quality people, acknowledge their talents, and let them do their jobs. You win with people.
- Value those colleagues who tell you the truth, not just what you want to hear.

4. Learn to Be a Great Communicator

- Communication eliminates mistakes.
- Listening is crucial to good communication.
- We communicate all the time, even when we don’t realize it. Be aware of body language.
- Make good eye contact.
- Silence is a form of communication, too. Sometimes less is more.

5. Discipline Yourself So No One Else Has To

- Self-discipline helps you believe in yourself.
- Group discipline produces a unified effort toward a common goal.
- When disciplining others, be fair, be firm, be consistent.
- Discipline helps you finish a job, and finishing is what separates excellent work from average work.

6. Make Hard Work Your Passion

- Do the things that aren’t fun first, and do them well.
- Think big, work small.
- Plan your work, and work your plan.
- See yourself as self-employed.

7. Don't Just Work Hard, Work Smart

- Success is about having the right person, in the right place, at the right time.
- Know your strengths, weaknesses, and needs.
- When you understand yourself and those around you, you are better able to minimize weaknesses and maximize strengths.
- Be flexible.

8. Put the Team Before Yourself

- Teamwork doesn't come naturally. It must be taught.
- Teamwork allows common people to obtain uncommon results.
- Not everyone is born to lead. Role players are critical to group success.
- In group success there is individual success.

9. Make Winning an Attitude

- Combine practice with belief.
- Attitude is a choice. Maintain a positive outlook.
- No one ever got anywhere by being negative.
- Confidence is what happens when you've done the hard work that entitles you to succeed.

10. Be a Competitor

- Competition isn't social. It separates achievers from the average.
- You can't always be the most talented person in the room. But you can be the most competitive.
- Influence your opponent: By being competitive you can affect how your adversary performs.
- There is nothing wrong with having competitive instincts. They are survival instincts.

11. Change is a Must

- It's what you learn after you know it all that counts the most.
- Change equals self-improvement. Push yourself to places you haven't been before.
- Take risks. You can't steal second base with your foot on first.

12. Handle Success Like You Handle Failure

- You can't always control what happens, but you can control how you handle it.
- Sometimes you learn more from losing than winning. Losing forces you to reexamine.
- It's harder to stay on top than it is to make the climb. Continue to seek new goals.