



SPOTTER TIPS

VIDEO 8: GOAL SETTING FOR CHAMPIONS

SPOTTER TIP: 3:20 List the steps you need to achieve your goal

- ⇒ First you must figure out where you are going. If you want to move from go karts to the Infinity Series, there are several levels in between and each of those will require a whole list of steps that must be accomplished.
 - From go karts, your next step may be quarter midgets. You would list everything you need to be able to make that move. Then you would do the same thing for the next level of racing and all the following ones until you reach the Infinity Series.
 - Doing this provides a blueprint and makes your BIG GOAL seem much more achievable because you are checking off the little goals along the way.
- ⇒ Set your goals for the current season & post them where you (and the team) will see them every day.
 - How many wins is your target for the season? Check them off as you get them!
 - Do accountability checks: are you going to hit or exceed your target? You can always adjust up or down based on performance.
 - Utilize strategies to change results. If you are not getting the wins you hoped for, what can you change to improve the outcome you are getting?

SPOTTER TIP: 6:40 Have a way to track your goals

- ⇒ When you are preparing to move up, you need to focus on doing your best at your current level, while doing something daily that is needed for you to be able to move up to the next level.
- ⇒ You need to:
 - Plan
 - Prepare
 - Execute

SPOTTER TIP: 7:32 Persistence pays off

- ⇒ The work you do today may not pay off until a year from now, but just because you don't see immediate results is no reason to quit. This is especially true in gaining sponsors.
- ⇒ Continue to do the right things daily. Be consistent and persistent in your efforts.

SPOTTER TIP: 8:30 Be flexible in your plan as long as you are moving forward

- ⇒ Even if you are working hard & doing well, plans to move up may fall through.
- ⇒ Keep your eyes open for other opportunities, but make sure to evaluate whether these will move you FORWARD towards your ultimate goal.

SPOTTER TIP: 9:58 Have a budget and always plan for the unexpected

- ⇒ Parents: Your job is to make a budget.
 - How much are you willing and able to provide?
 - How much money do you need from other sponsors?
 - ALWAYS remember to prepare for the unexpected because it will happen. Have extra money budgeted for when it does.

SPOTTER TIP: 11:44 Approach your racing career as a business, not a hobby

- ⇒ You don't have to be winning the most races to gain sponsorship.
- ⇒ You DO have to show people in everything you do that you take your racing seriously.
 - This means developing yourself as the complete package: someone who works hard, is involved in all aspects of improving your racing skills, represents his sponsors well, has discipline, sets goals, and understands sacrifice may be required.
- ⇒ Always have a plan in place for the next 2-3 years at minimum. Without this, most sponsors won't touch you because it will look racing is just a hobby for you.

SPOTTER TIP: 15:05 Invest in yourself every day.

- ⇒ Don't ask others to do more than you are willing to do for yourself.
- ⇒ Treat your race career as if it was just as important as your next breath of air. You MUST have it!
- ⇒ Never forget the daily activities are the ones that will eventually move you forward.