

# SCORE Being in the Zone Book

By Jim Fannin the Zone Coach Notes

Jimfannin.com

<https://www.jimfannin.com/jim-fannin-store/>

YouTube Video

<https://www.youtube.com/watch?v=qFAzZtWZcOQ&list=PLYAONpsotD3ltOnZhDrlaQb-qgvj8Xfd6>

**Self-Discipline-** The willingness and commitment to stay with a task to reach well-defined goals that lead to a vision. Vision, well-defined measurable goals, control, patience, persistence, strategy, tactics and positive time management.

**Concentration-** The ability to focus mental and physical energy on the task to reach well-defined goals that lead to a vision. -Tunnel vision, focus, efficiency, accuracy, productivity and quality.

**Optimism-** The belief and expectancy that one can execute the tasks to reach well defined goals that lead to a vision. A person with high optimism possesses confidence, positive self esteem, trust knowledge, faith and expectancy.

**Relaxation-** Being mentally and physically comfortable, free from worry or anxiety, with the tasks to reach well defined goals. Possesses calm, ease, peace, tranquility, comfort, smoothness and grace.

**Enjoyment-** The satisfaction and or pleasure of executing the tasks to reach well defined goals. A person with high enjoyment possesses fun, happiness, joy, enthusiasm, passion, excitement, high energy, zest and pleasure.

Know the definition of each score component.

### **Focus Present Now**

“However, a champion has the ability to focus for extended periods of time until their goals are met. With no worry of the future and no pain from the past, he can laser his mental and physical energies to well-defined targets. When this energy is channeled, it can cut through all obstacles.

When my client Luke Donald, a PGA touring professional, is preparing to hit an approach shot to the green, he narrows his field of vision to this image: “I hit solid to the hula-hoop-size target in the middle of the green.” You never see the bunkers, trees, or water hazard until you take your eye off the target.

With the vision tucked under the arm and the dress rehearsal complete, the champion walks into the arena ready to detach from the results of the past and unknowns of the future. This is the champion’s mantra:

**I have no future. I have no past.**

**My goal is to make the present last.**

**I'm in the now!**

“Concentration is the ability to focus mental and physical energy on the task(s) to reach well-defined goals that lead to a vision. Commit this definition to memory.”

“Non-champions chase the whole herd and catch nothing. They race after a multitude of ideas and hope one works. That’s not the cheetah. The cheetah would go hungry with this mind-set.”

“I am!” I can!”

“Frame your introductory meetings. The next time you meet someone new, look him in the eye long enough during the introduction to discern his eye color. Don’t stare. Just momentarily engage with your energy. When that person says his name, repeat it back to him. If you don’t feel comfortable doing that out loud, then just repeat it in your own mind. When you say good-bye, use his name again. Leave him with a piece of your positive energy.

Send your energy when you arrive and leave some behind when you leave. This is how I want you to enter and exit your life arenas.”

“Open like a champion. Close like a champion. Do this in your life and not just your sport. For example, say hello like you mean it and say good-bye with enthusiasm and high energy. Enter your office with a smile and a plan for the day. Greet your team with consistent positives. Leave your office with the same mind-set regardless of the outcome from your day.”

Only 1 thought can be in your mind at a time, you control your thoughts.

You can prepare your subconscious mind for positive results.

Your thoughts dictate your physical actions.

We think too much, rehashing the past and projecting negativity into the future.

We talk too much, mostly about things that don't matter.

A champion prepares to win before he enters the arena.

Being a true champion is a full time job, on and off the field, the best part is that it's fun.

Change how a person thinks and you will change how they feel. Change how they feel and you will

change how they perform, which will change results which will change lives.

True champions do very little unnecessary thinking. 1/2 as many thoughts as the average person.

Champions think less but hold a thought for a longer period of time.

Think less, fewer thoughts produce more results.

**I have no Future. I have no Past. My goal is to make the Present last. I'm in the Now.**

When your mind is in complete chaos it seems every one of your thoughts lie in the future or the past.

True champions possess no worries, do not gossip, have great imaginations and spend most of their time in the present.

They leave the past in the past and do not return.

They perform detached from the future.

The champion and the child perform with the same freedom the mindset called the Zone.

Stress that you place on yourself on your own conditions is good, it is the best friend of a champion.

The score system helps you think about what you think about.

Change your thoughts, you change your attitude, change your attitude you change your actions which changes your results.

A thought can be measured as an electrical current in your brain.

A thought brings 3 reactions, physical, emotional and intuitive.

Think of something funny and you smile or laugh.

Second think of something sad and your serotonin level changes and you feel sad. A happy thought and endorphins enter your bloodstream and you feel happy. Each thought can trigger a chemical change in our bodies, if you do not like how you feel, change how you are thinking.

Third, your thoughts have an intuitive reaction, each thought sends vibrations from the brain out into the environment. These vibes have no boundaries. They cannot be masked, they come in the form of a hunch, a gut feeling or a sense of knowing.

The true champion doesn't believe in bad days.

External and internal factors come into play, these are called score makers and breakers.

We are vulnerable to internal and external stimuli, this is because our subconscious mind is amenable to suggestion.

People are sending you their own propaganda in a relentless stream. You may find that many of these suggestions are for the purpose of making you think, feel and act as others want you to think, in ways that are to their advantage.

We can lose our score in the blink of an eye. Staying on course is not an easy task.

**Self Discipline** Self-discipline is the ability to make yourself do what you should do, when you should do it, whether you feel like it or not.. Doing what you need to do even when you don't feel like it. Discipline is the bridge between goals and accomplishment.

You get the pain of discipline or the pain of regret. The difference is discipline weighs ounces and regret weighs tons.

The least lack of discipline starts to erode our self esteem.

You don't have to change much for it to make a great deal of difference. A few simple disciplines can have a major impact on how your life works out in the next 90 days, let alone in the next 12 months or the next 3 years.

**Who has better health?** The one who knows all about the benefits of exercise or the one who walks 3 miles a day?

**Who writes books?** The one who desires to become a best-selling author, or the one who gets up early and writes for half an hour a day?

**Who has the best marital relationship?** The one who know how much spending time with their spouse can improve their relationship, or the one who sits down and talks with their spouse?

## **9 Different Life Score Arenas**

Carry a song with you.

5 Optimistic Friends to hang out with-Hang out with people that are champions.

## **SCORE Tool Box (Details in the Book and Audio book)**

1. Champions you admire-Name 5 Describe qualities

2. Do you think like a champion?-Quiz

3. The Power of Now-Throw ball 3 times.

4 Higher ground-Make arenas, stand on it weekly.



5 Vision 101-Vision for each arena, get you up each AM

6 Advanced Imagery/Visualization- task, situational, symbolic, aftermath.

7 Setting Goals-Set goals to reach each vision

8 Action Steps/tasks-Create action steps/tasks for each goal

9 The essence of your craft-I make people look good.

10 Daily dress Rehearsal-See 3-5 tasks in AM getting done

11 Lesson in concentration/ The cheetah-Pass up other stuff/distractions to get goal.

12 The Laser-Broad, Tunnel and Laser Vision, need to use Laser.

13 Framing-Start positive and end event positive.

14 Awareness Focusing-Talk less listen more, be in now.

15 The 90 Second Rule-First 90 seconds has most impact.

16 Keep your Chin Up-Keep your chin and optimism up when things go bad.

17 Positive Self Talk-Use positive 1-3 work affirmations.

18 Upgrade your hello and goodbye-Great, fantastic.

19 I believe in me-Say it 10 times before you go to sleep.

20 Think as if- You have already completed your goal.

21 The five second rule-For 5 seconds evaluate performance and then its gone.

22 Sell yourself on yourself-Go for a walk and tell a positive commercial about yourself.

23 Stress inventory-Questionnaire- The past is gone,learn from it and move on.

24 Sharpen your ax-Vacation to relax, naps, mini vacations.

25 Monthly silence day-Once a month avoid and future or past thoughts.

26 Stick your tongue out-Jaw unhinged, tongue out.

27 breathe like a baby-Unhinge jaw, think about breathing only.

28 tension release-Tighten muscles and then relax them.

29 the palm tree-Lets stuff blow on by.

30 the oak tree-Holds firm and take lumps.

31 Laugh inventory-Increase laughing, inventory others that need more.

32 a song in your heart-We will rock you.

33 skip-Makes your happy.

34 treat yourself-Reward yourself only after complete goal.

35 Read me like a book-Read the score levels or others.

36 Score tracker-Track yours and others around SCORE.

37 Breaker/maker checklist-Be aware of them.

38 The Russian Dolls-Moment, performance, day, week, month, 1/4,year.

39 Performing a Major Score check-30-90 Second, detach from outcome.

40 Clear the launch-Turn mind off, blank screen for 90 seconds.

41 Change your behavior-Change your pace of what you're doing.

42 Reboot the computer-Close eyes, see blank screen, reboot onto tasks.

43 Restructure the Situation-Change the way you're doing things.

44 Posit via self talk under fire-WIM

45 Think Score-When stuff isn't going as planned think score.

46 Score speed check-Score stuff being used?

47 See the finish-Stop for 5 seconds and see the successful finish.

48 Mentor Image-Visualize them encouraging you.

49 Performance Evaluations

50 Energy Field Guidelines-Send out positive vibes.

51 Score for life final exam

## **Score being a kid**

Why did you learn more from birth to five years of age than during the rest of your life combined?  
What prompted this super learning? My research

from 1974 to 1979 with thousands of children from three to six years old revealed the following.

Your imagination was at an all-time high. You acted the part of cowboys, Indians, princesses, and TV heroes.

You never thought about the past unless an adult forced you: “I told you not to do that.”

You learned from the past through trial and error, but you didn’t dwell on it.

Your future thoughts were very short term: “We’ll get an ice cream later.”

You normally went to bed happy and woke up happy. • You had very little expectations placed on you. Mistakes were no big deal.

You exercised free will every day.

You trusted people without thinking about innuendos, rumor, gossip, and or assumptions.

You were inquisitive without concern of embarrassment or shame: “Where do babies come from?” “Why is your skin different?”

You did not worry.

You lived the majority of your day in the now.

You had confidence because you felt secure and protected.

“You could vent your displeasure openly: “Yuk! This tastes bad.”

You always expressed your negative feelings: “I don’t like you.”

You didn’t mind being alone.

You took nothing for granted: “Are we still going to the park?”

“Yes.” Five minutes later: “Are we still going to the park?” “I said yes.” Ten minutes later: “Are we still going to the park?” “Not if you keep bothering me.” “OK, but are we still going?”

You were a risk taker. Water...heights...speed...no problem!

You could focus long periods of time on simple things like cartoons, watching an ant carry food, listening to the rain on your bedroom window.

You played a lot every day.

You exercised daily.

You looked out for number one: “Those are my toys. Give them to me.”

“You said what you felt and you were honest to a fault. “Mr. Johnson, why are you so fat?”

You felt no racism or prejudice.

When you played, you never thought about technique. You just played the game.

You believed adults.

Clocks and watches never mattered.

The telephone was interesting but not really important.

You had no bills.

Your body was relaxed most of the time.

You thought you could do anything. Everything was possible.

You had deep sleeps. Alarm clocks were for adults.

You could nap anywhere if needed: floors, backseats of cars, closets.

You didn't like baths, but when you took them you made the most of it. How relaxing and fun! Showers were for adults in a hurry.

You could always entertain yourself.

Visualization was a major part of your life.

Getting dirty was cool.

Making mistakes never bothered you until the adults made a big deal out of them.

Competition was natural, not something that was expected.

You believed promises.”

“You hugged a lot.

You were always yourself unless you were acting out a fantasy.

Who, what, where, when, how much, and why were your favorite words.

You played a lot with your family.

You saw life through different glasses.

You noticed everything in a room.

You loved the outdoors.

You loved rolling down a hill, making a snow angel, going up the slide, singing loud, laughing, making milk mustaches, dressing up make-believe, birthdays, parades, puppies, seeing your cousins, learning to whistle, tricking your brother or sister.



You genuinely loved yourself, family, and life.

Basically, you lived in or near the Zone. Isn't it time to be a kid again? I promised myself that when I departed this earth a kid would die in my old body.

Rekindle super learning. Increase your daily performances and remember this: good fortune favors the bold. Be a kid again!"