

How Accountability Can Spike Your Growth

If you ever played volleyball at recess in school, you've probably "spiked" the ball once or twice. It's similar to a "spike" in football. You hit the ball very hard, in a downward thrust. The difference is that in football, you do it after you've scored points. In volleyball, you do it to score them.

Olympic Gold Medalist Kerri Walsh Jennings, along with her partner Misty May Treanor, captured Women's Beach Volleyball gold at the 2008 Summer Olympics in Beijing with a winning spike. In an interview, Kerri revealed some of the background of their victory. I wasn't surprised to learn how much it centered around proper nutrition, expert coaching/guidance and environmental factors.

The day before their match was a typical, stifling summer day in Beijing. Hot, humid and overpowering. Kerri and Misty paid close attention to high levels of hydration, and fueling themselves correctly. Everything trended in the direction of a bruising contest in high heat.

The next day, however, there was a morning downpour. This intensified the moisture in the air, and added a layer of complexity - wet sand. Kerri and Misty would battle their Chinese opponents in a thick coat of moisture that permeated their every move. It was a day for intense focus. They needed more than the right food and water. They needed the right mindset, in the right moment. They needed good accountability to each other, and good real-time coaching to keep them on track.

Among the members of our [Accelerate Coaching Program](#) is Dan Laurie, a financial planner at Visionary Wealth Advisors. He knows all about spiking, both on the volleyball court and in business. Dan joined Mastermind St. Louis and the Accelerate team because he knew the value of being around like-minded people who want to improve.

"One thing I learned from playing volleyball in college is that winning games is fun," he said, "But you need to fall in love with the systems and processes that enable you to accomplish your goals."

If you've spent any time in our coaching programs or classes, you know how we feel about a mature, thoughtful comment like that...it's a familiar refrain. We don't rise to the level of our goals. We fall to the level of our systems.

Dan joined Accelerate because he was in a place familiar to many entrepreneurs. He was feeling "stuck," like he was leaving a lot on the table.

He added that he wasn't expecting the healthy degree of accountability that came with joining: "When Brian talks about 'joyful accountability,' he means what he says. We aren't doing this in any sort of mean-spirited or shaming way.

"But we *are* asking each other tough questions. We're acting as the mirror to the other person. We ask them, 'Here's what you said you were going to do. If you didn't accomplish it, maybe we need to ask whether this is really important to you or not.'"

Dan's background as an athlete made coaching a familiar concept. He was used to playing in a high degree of visibility. He knew the power of breaking performance down into bite-sized pieces that could be worked on. He also had some familiarity with how quickly things can turn around for the better.



“In the last four months of 2019, I won more total asset values for my company than I had in the previous eight months,” he said, grinning. “In the first quarter of 2020, I’m on track to add more than I did in all of 2019.”

Those are some winning numbers! But Dan’s success also spilled over into his home life.

“My wife’s flourishing,” he said. “She first began to notice how laser-focused I was on my goals. She was able to come home and devote herself to raising our kids. We’ve both become more avid readers and spiritually alive. We’re scheduling date nights. The victories keep piling up.”

Just like Kerri and Misty, Dan needed good fuel and a great team surrounding him to strike gold. If you paid attention to the Olympics, you probably recall that the US won the gold medal for Women’s Beach Volleyball. They adapted to adverse conditions, and they relied on each other and their coaching staff to retain a winner’s mentality and a strong presence of mind. They fueled themselves with nutritious food and supplements.

Dan Laurie won, too. He’s one of our many clients whose business got much better, much faster with help than he could have done on his own. That’s how coaching and masterminds change the game for entrepreneurs. It’s why you should be part of the [Accelerate Coaching Program](#).

If not you ... then who comes to mind when you think of someone you know who is struggling? Who in your orbit is up all night, stressing themselves out? Who do you know needs a solid team built around them, and a steady diet of helpful, wholesome content to move forward?

We love coaching and being around extraordinary people, building something special so they can win at work and home. If you or someone you know are open to a conversation about coaching, feel free to give us a call at 314.220.2233 or email us at everyone@briankmrae.com and let’s talk.