

MENTAL TOUGHNESS SERIES

VIDEO #1



FEAR OF LOSING

The Fear of Losing

Why Does it Happens

- 1. Lack of Trust in Your Strokes**
- 2. Wrong Definition of Winning**

The Personal Promise (my story)

Examples

- Swing fast on 2nd serves
- Go in on short balls
- Take more time between points
- Come over the backhand
- Use dropshot on short balls

Personal Promise

Definition

- 1) All 100% within your control
- 2) It has to give you a better chance to win

Personal Promise

On the court – **GOAL**

REDEFINE what a **WIN** is.

ON THE COURT

- **Sparring** and keep score of promises kept
- **Serving** and keep score of promises kept
- Actual match play

MENTAL TOUGHNESS SERIES

VIDEO #2



CLOSING OUT MATCHES

Closing Out Matches

Why It's Difficult

- 1. Diabolical Scoring System**
- 2. Comebacks are Easy**
- 3. The Outcome is Uncertain**

Closing Out Matches

Emotional Factors

All Points = 1 on the Scoreboard

But we know they FEEL different

KEY: Play more Pressure points

Pressure Points

Definition:

GAME: 30-30 or later

SET: 4-4 or later

The Goal

On the court – **GOAL**

Pressure Sets

Deuce & Done

ON THE COURT

- Pressure sets
- Deuce and Done

MENTAL TOUGHNESS SERIES

VIDEO #3



YOUR INNER VOICE

Your Inner Voice

- 1. Episode in College**
- 2. Self 1 & Self 2**
- 3. Where Your Thoughts Reside**

Past vs. Future Thinking

3 places your mind may reside

- 1. Past ...angry**
- 2. Future ... nervous**
- 3. Present ... focused**

Past vs. Future Thinking

Examples

1. Past

2. Future

3. Present

You suck

You're slow

You're a choker

You're FHs a joke

All reactions to something
that just happened... **Past**

Past vs. Future Thinking

Examples

1. Past

2. Future

3. Present

If I win, I'll be happy

Get this game and...

If I'm up a break...

I can't be the only loss

All thoughts about what could
happen in the... **Future**

Past vs. Future Thinking

Examples

1. Past

2. Future

3. Present

Get this return in

Serve to his backhand

Come in on short balls

Play a long point here

All thoughts about the...

Present ...it shows **planning**

ASSIGNMENT

Write some mantras to keep you in the Present

SWIPE	
1.	I'M A FIGHTER
2.	I'M A TOUGH COMPETITOR
3.	I LOVE THE BATTLE
4.	I'M WILLING TO SUFFER
5.	I FEEL STRONG
6.	I LOVE A CHALLENGE

[illegible]

MY POSITIVE MANTRAS

1.

2.

3.

4.

5.

6.

MENTAL TOUGHNESS SERIES

VIDEO #4



NERVES & CHOKING

Nerves & Choking

The TWO Performances

Performance 1

DURING the Point

HARD to see

mental toughness

Performance 2

BETWEEN the Points

EASY to see

mental toughness

Performance 2

Between the Points

The 16 Second Cure

The 2 Goals:

1. Recognize that Between Points **IS** a Performance
2. Develop your Personalized **BETWEEN** Point System.

ON THE COURT

- The 16 second cure (PRPR)
- How to practice it

TENNIS MENTAL TOUGHNESS COURSE



MODULE 1:

FOUNDATIONS

Welcome

- **What You Will Learn:**
- **VIDEO TOUR**

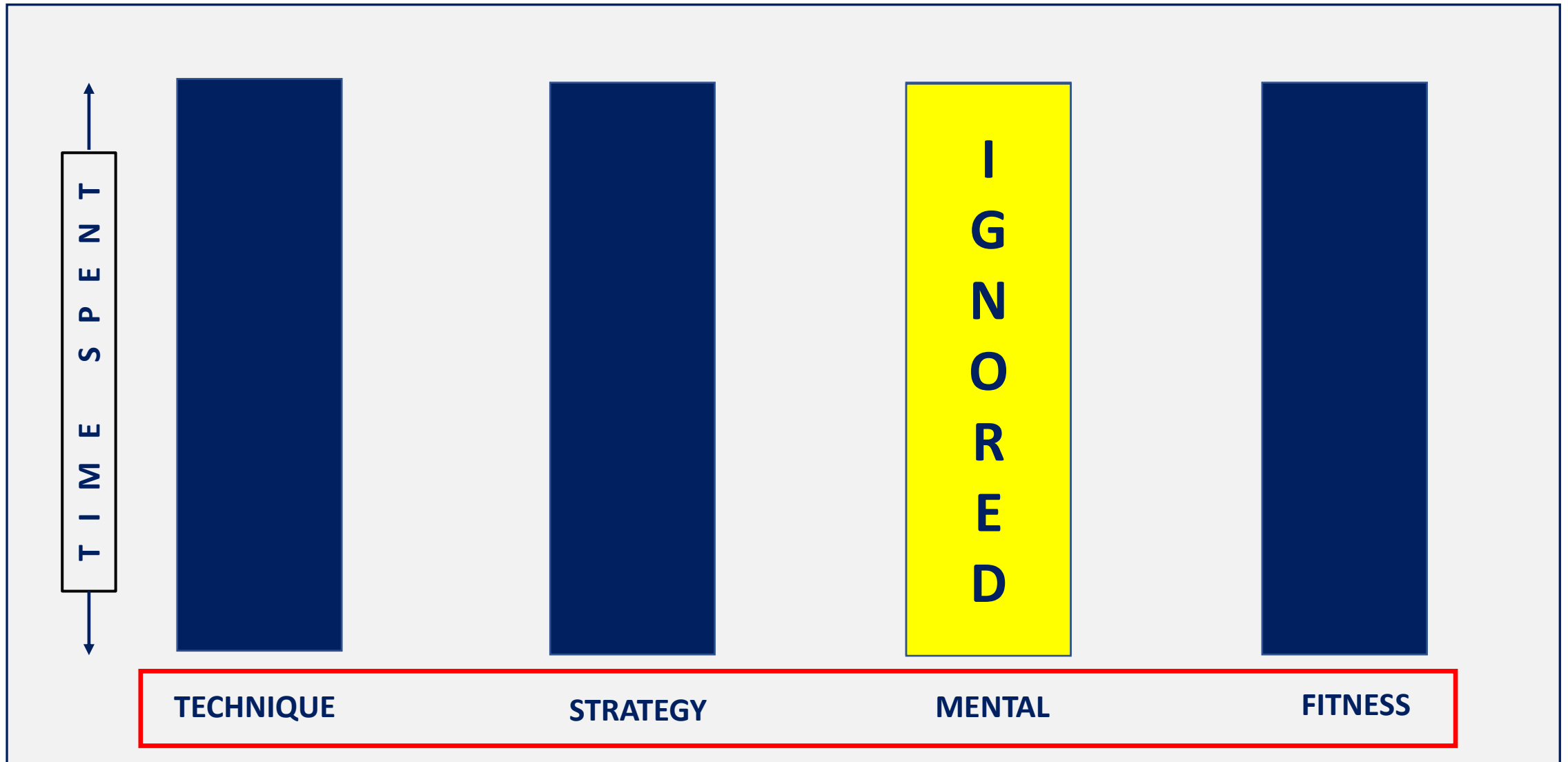
Congratulations!

You are in rare company

95% of Players...

Spend **NO time on Mental Skills**

The 4 Pillars of Tennis Training



The **Real** Definition of Mental Toughness

What it is NOT:

The ability to play GREAT in important matches

What it IS:

The ability to play **NORMAL** in important matches

Why Tennis is the Toughest Sport

- 1) INDIVIDUAL SPORT
- 2) NO COACHING
- 3) NO SUBSTITUTES
- 4) NO TIME OUTS
- 5) 1-on-1 COMBAT
- 6) ACCURACY OF LINE CALLS
- 7) “HONOR” SCORING SYSTEM
- 8) CHANGING CONDITIONS
- 9) LENGTH OF BATTLE
- 10) DIABOLICAL SCORING SYSTEM

Tennis vs Football

1) ~~INDIVIDUAL SPORT~~

2) ~~NO COACHING~~

3) ~~NO SUBSTITUTES~~

4) ~~NO TIME OUTS~~

5) ~~1-on-1 COMBAT~~

6) ~~ACCURACY OF LINE CALLS~~

7) ~~"HONOR" SCORING SYSTEM~~

8) **CHANGING CONDITIONS**

9) ~~LENGTH OF BATTLE~~

10) ~~DIABOLICAL SCORING SYSTEM~~

Self Audit 3 QUESTIONS

Audit of Where YOU Stand

For the strokes you currently have...

1) You win **more** than you should **10%**

2) You win **as much** as you should **30%**

3) You win **less** than you should **60%**

The Diabolical Scoring System

In Tennis, points are **not** cumulative

Points all = 1 ... But they FEEL different

It's difficult to finish opponents (ping pong)

Comebacks are easy (5-0 in the 3rd)

MODULE 2:

PERSPECTIVE

Perspective on Errors

Tennis Attracts Perfectionists

On the ATP Tour:

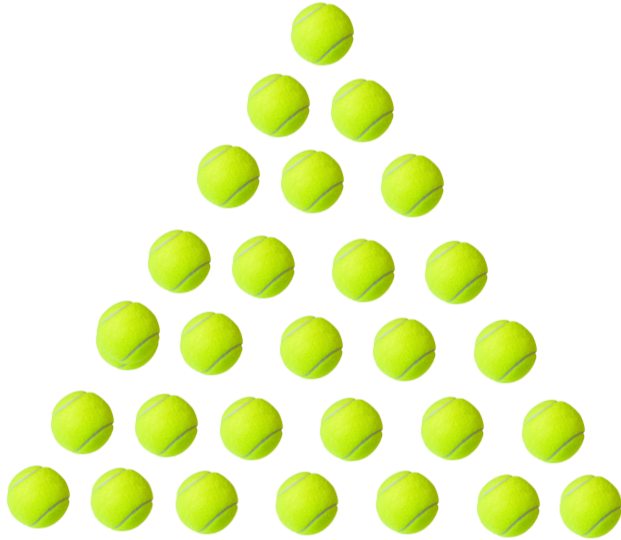
75% of points
end with an **error**

On the WTA Tour:

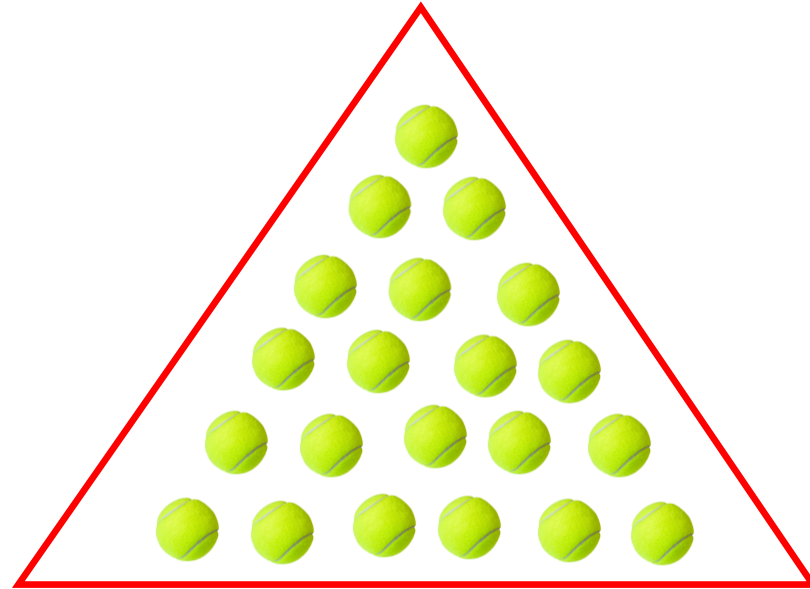
80% of points
end with an **error**

What your job is...

ERRORS

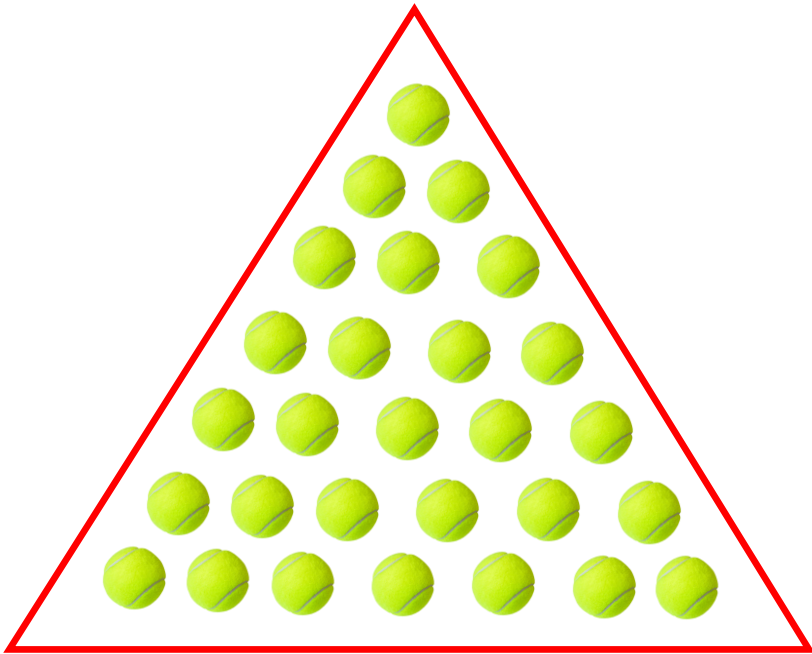


WINNERS

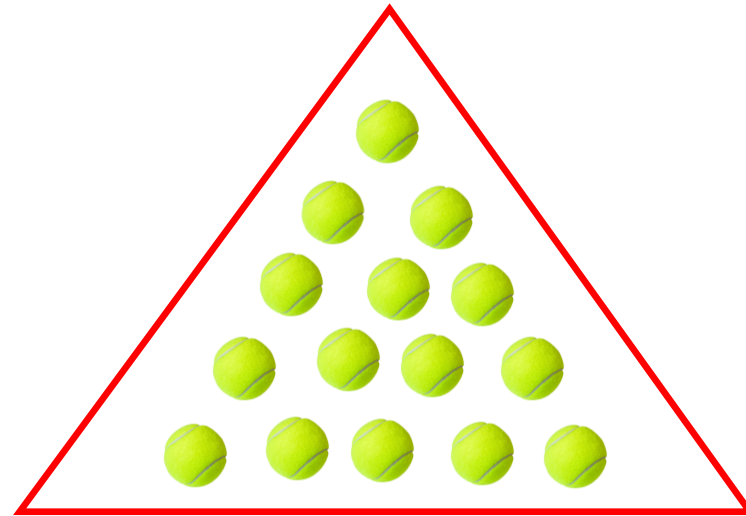


What your job is...

ERRORS

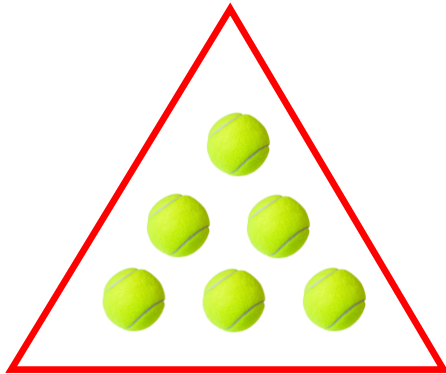


WINNERS

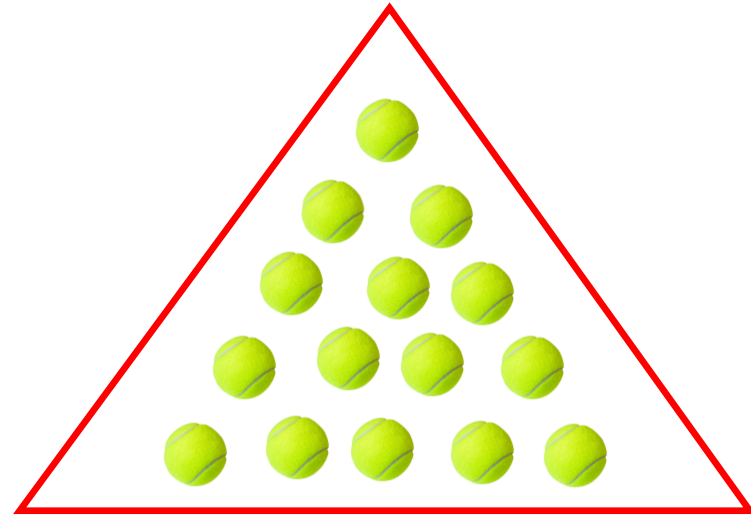


What your job is...

ERRORS



WINNERS



The #1 Reason People Lose...

Focus on Winners vs Reducing Errors

Racing to the Wrong Finish Line

A Better Perspective on Errors

Consider this dangerous question

How many errors **per set** are acceptable to **YOU**?

On the ATP Tour: **75%** of points end with an **error**

On the WTA Tour: **80%** of points end with an **error**

Before You Answer: **Let's Do Some Math**

ATP Tour: **75%** error rate

WTA Tour: **80%** error rate

Ave # Points per Set:

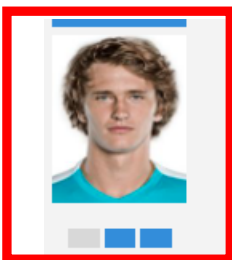
61 points **X 75%**

= **46 errors** per set

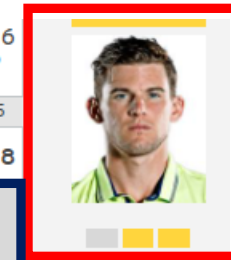
Ave # Points per Set:

61 points **X 80%**

= **49 errors** per set



A. Zverev [5]



D. Thiem [21]

ATP = 46 errors per set
WTA = 49 errors per set

OVERALL STATS			SERVE STATS	RETURN STATS	RALLY STATS	DIR. SERVE STATS
A. Zverev						D. Thiem
15						8
15						8
101/157 (64%)						(62%)
71/101 (70%)		WIN % ON 1ST SERVE				70/103 (68%)
23/56 (41%)		WIN % ON 2ND SERVE				30/62 (48%)
42/66 (65%)		NET POINTS WON				23/31 (74%)
11/25 (44%)		BREAK POINTS WON				7/13 (54%)
16/35 (46%)		RECEIVING POINTS WON				63/157 (40%)
11		WINNERS				23
65		UNFORCED ERRORS				55
159		TOTAL POINTS WON				163
16855.4 ft		DISTANCE COVERED				17079.9 ft
52.3 ft		DISTANCE COVERED/PT.				53.0 ft

So... back to the original question

How many errors per set

...are acceptable to YOU?

Playing Your Best FREQUENCY

Jim Courier Quote: ...5 times per year

Survey: Takes 7 wins to capture a Major (Slam)

How many of those 7 matches did you play your BEST?

Their Answer...

Just 3 times!

Which means that 4 times ...

...they just survived

That's less than 50% of the time playing great

The Richter Scale of Stress

An Exercise in Perspective

- | | |
|-----------------------------------|-------------------------------|
| 10) Unexpected death of loved one | 5) Failing a class (expelled) |
| 9) Diagnosed terminal | 4) Having to Move |
| 8) Divorce | 3) Intense Argument |
| 7) Bankruptcy | 2) Flat Tire |
| 6) Fired - loss of income | 1) Lost my Keys |

The Richter Scale of Stress

TWO Important Takeaways

1. Give your tennis problems the proper #

THEN...

2. Give it the appropriate **ENERGY**

10) Unexpected death

9) Diagnosed terminal

8) Divorce

7) Bankruptcy

6) Fired - loss of income

5) Failing a class (expelled)

4) Having to Move

3) Intense Argument

2) Flat Tire

1) Lost my Keys

LOSS

The Richter Scale of Stress

TWO Important Takeaways

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THEN...

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4) Having to Move

3) Intense Argument

2) Flat Tire

1) Lost my Keys

LOSS →

Two Important Questions

1) Did you fight like a Dog?

2) Did you represent yourself (family) well.

100% Within Your Control

Start asking yourself JUST these 2 questions

The Wolf Story

An old Cherokee is teaching his grandson about life. “A fight is going on inside me,” he said to the boy. “It is a terrible fight, and it is between two wolves.

One is evil – he is anger, envy, sorrow, regret, greed, arrogance, self-pity, guilt, resentment, inferiority, lies, false pride, superiority, and ego.”

The other is good – he is joy, peace, love, hope, serenity, humility, kindness, benevolence, empathy, generosity, truth, compassion, and faith. The same fight is going on inside you – and inside every other person, too.”

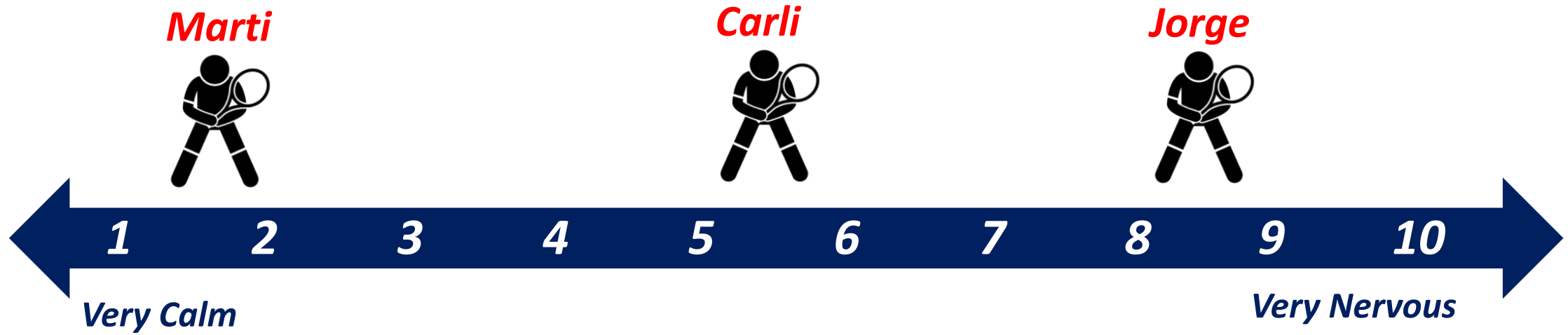
The grandson thought about it for a minute and then asked his grandfather, “Which wolf will win?” The old Cherokee simply replied...

The one you FEED

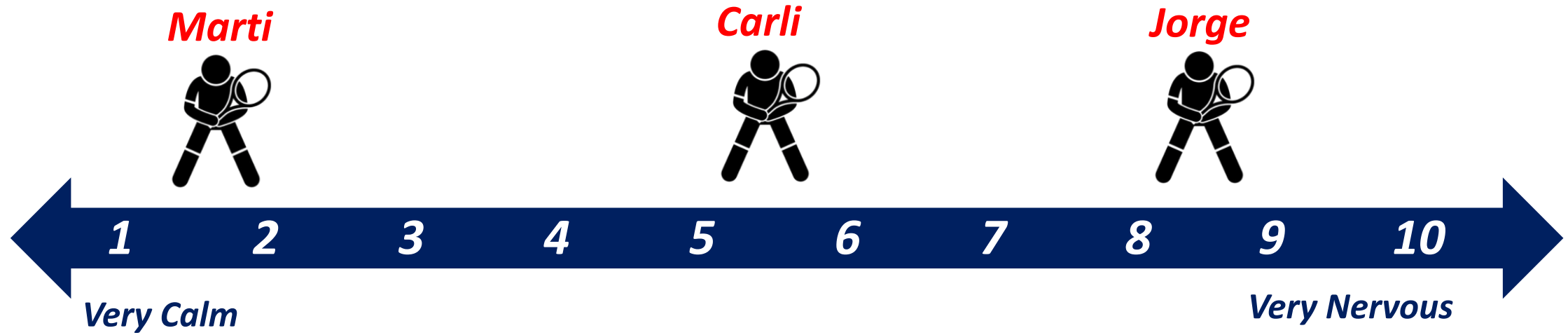
Losing the Match

ONCE

Pre-Match Nerves



Pre-Match Nerves



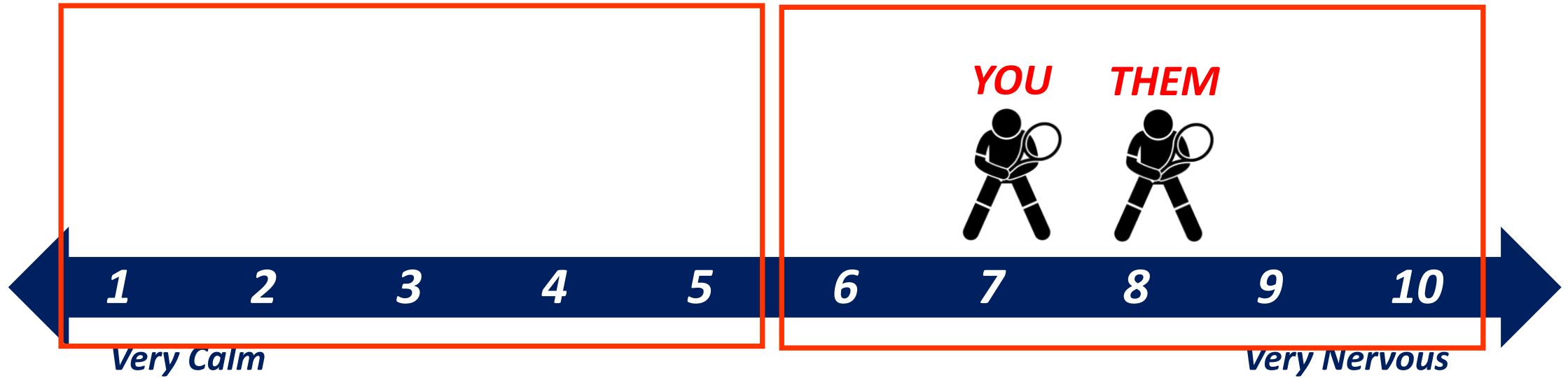
Pre-Match Nerves **FACTS**

Scale of 1-10: Our Factory Settings

Tennis players are bad at TENNIS empathy

My 2 players at a tournament

REALITY



REALITY

THEM



What **YOU** Think

YOU



What **THEY** Think

YOU



THEM



ASSIGNMENT

BEFORE NEXT MATCH:

Talk To Your Opponent and be Friendly

Catastrophic Thinking

When a negative thought spirals into an imminent disaster?

For tennis players its often a fear of losing

Visiting the Loss

Visiting the Loss

- No one died
- No one got hurt
- No one lost their job
- I still get to go home
- I'll still get to see my loved ones

90% of what we worry about

NEVER HAPPENS

The **REAL** Reason for Competing

What is the purpose of competition?

- Win
- Improve
- Prove
- Represent
- Fun
- Ego
- Assess

The **BEST** reason is

To gather feedback on
what you need to
improve next

There is no FAILURE...

There's only FEEDBACK

Competition Cycle



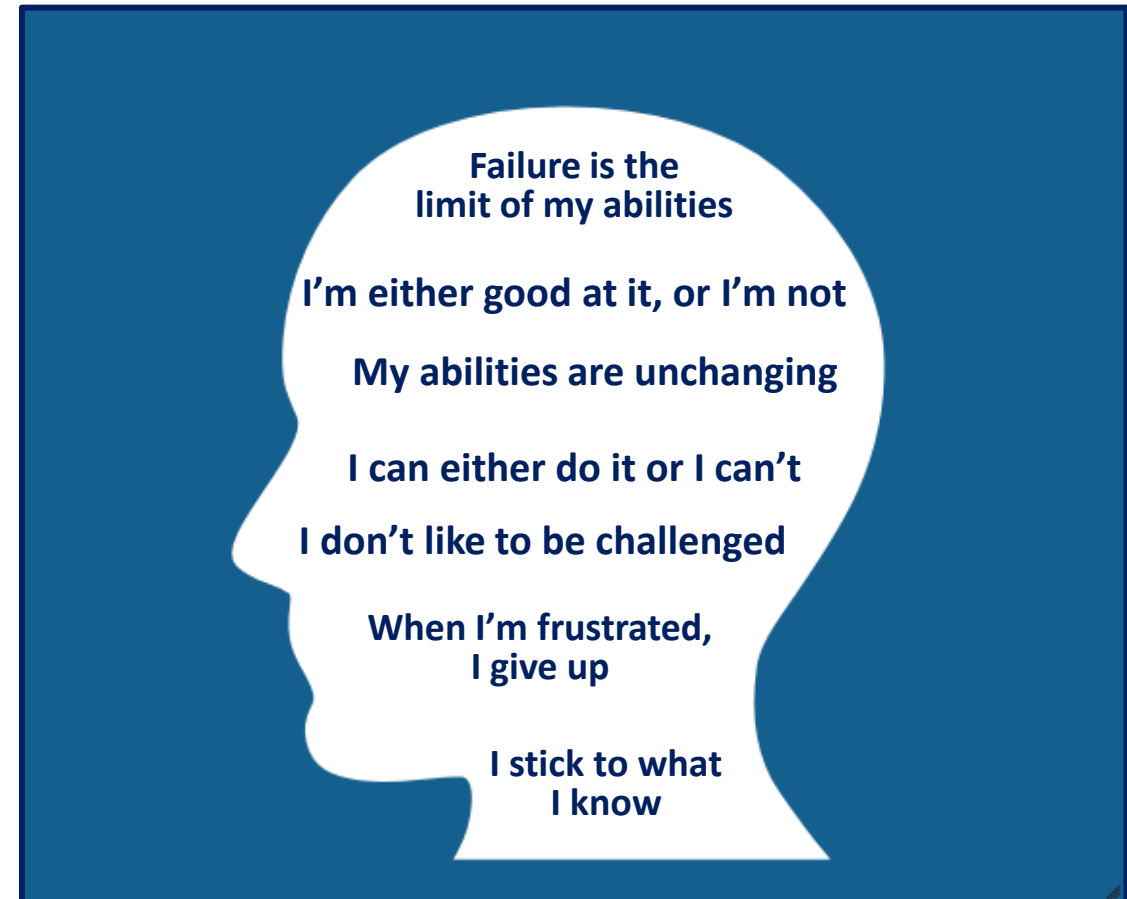
MODULE 3:
CONTROLLING
YOUR MIND

The **TWO** Mindsets

GROWTH MINDSET



FIXED MINDSET



Your Inner Voice

The Closed Eyes Exercise

For Jorge only NOT on screen

PART 1:

Close eyes and relax

Imagine someone in your past that made you feel special and important

Could be a teacher, parent, aunt or uncle, coach

Think about WHAT they said.. HOW they said it

Now turn your attention to your PHYSICAL body

Your shoulders, your stomach, the feeling in your gut when you pull up these positive memories

Open eyes, how did that feel

PART 2:

Repeat, but think of someone that did NOT make you feel good.

You were never good enough, most of what they said is negative.

Picture their face.. What their words were, how they said them.

Now focus on your physical body for a moment

Pay attention to your shoulders, your tenseness,

do you have knots in your stomach?

Open eyes.. How did that feel

So here the lesson:

We all have an inner voice.

the one you carry around in life and in tennis

That voice can be an inner coach.. OR

An inner critic ...like an assassin

The question is:

Which of those 2 options is YOUR inner voice closer to?

Trick for Controlling Your Mind

The mind can only think of **ONE** thing at a time

Good News: It's OK if negative thoughts enter your mind

The Goal is NOT to avoid negative thoughts

The **REAL** goal is to have replacement thoughts ready

Trick for Controlling Your Mind

It's virtually impossible to remove a negative thought.



Trick for Controlling Your Mind

It's virtually impossible to remove a negative thought.



A Tennis Example

The Trigger

**You miss an
easy overhead**

**Connor
Chen
You suck**



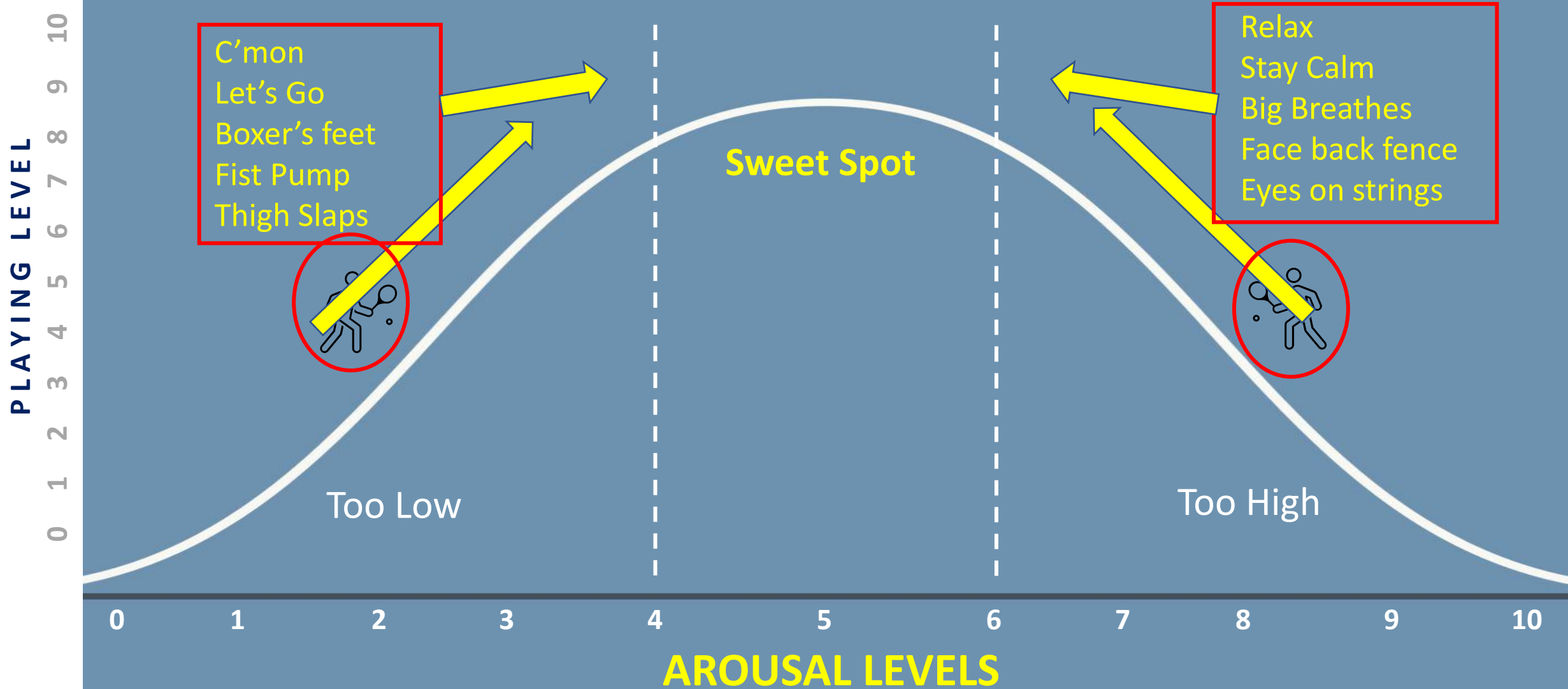
Replacement Thoughts

I got this, next time I'm good

It's OK, that's the shot I want

Reset, I'll have more chances

Proper Arousal Levels



Tennis is Unique

- We are **NOT** a combat sport
- There are no 5 second Knock outs
- Tennis is more like a Marathon
- Use Verbal & Physical triggers to regulate

Dealing with Gamesmanship

Why It Happens:

No Umpire or Referee

EXAMPLES:

Questioning your calls (loudly)

Messing up the score

Bad line calls

Being rude

Dismissive of good shots

Celebrating before your call

Dealing with Gamesmanship

JORGE'S RULE:

No post match complaining

Dealing with Gamesmanship

3 STEPS:

- 1. Don't rent space in your head**
- 2. Discuss things at the Net**
- 3. Have a system for calling line judge**

How to Call a Line Judge

IT'S ACTUALLY A SKILL

3 STEPS:

- 1) Are you sure?
- 2) How far out was it? REPEAT
- 3) I'll get some help for us

What the Rules Says

Questioning Calls

If there is a genuine doubt regarding a call, a player may ask their opponent if they are certain of the call.

If they are, their decision stands and there should be no further discussion of the call or delay in play.

What the Rules Says

Requesting a Line Judge

There is **no guarantee** that you will get a line judge.

It is simply a request.

Self 1 vs Self 2

MOST IMPORTANT VOICE:

It's the one we carry around in our Head

Self 1 vs Self 2 **INNER VOICE**

Self 1 = the Mind

JUDGER

Self 2 = the Body

DOER

WHAT'S THE GOAL

Quiet Your Mind

... so your body can play freely

... But HOW?

How to Quiet the Mind

1. **Breathe Deeply:** Especially when experiencing match anxiety.
2. **Relax Your Muscles:** Shake out your arms and legs.
3. **Slow Down:** Take more time between points.
4. **Use Trigger Words:** examples include: Relax, breathe, slow down.
5. **Smile:** Just do it and see.
6. **Control Your Eyes:** Keep your eyes on your strings

Letting Go of Errors

WHAT DETERMINES IF A SHOT IS **GOOD** OR **BAD**?

Scenario: I hit a backhand that **goes wide** Is that **Bad** or **Good**?

Depends... I'll think it **Bad**...

My opponent thinks it **Good**

So, which is it? ...**Bad** or **Good**?

Is it Both? Neither?

Here's the Truth

It's Really **NEITHER...**

It's just **Data**

Consider the Chair Umpire: They have **NO OPINION...**

To the chair, it's simply a **non-emotional data point**

Our Job as players: View it like the Chair Umpire

The **W I N** Method

A method for letting go of errors and moving on

W What's

I Important

N Now

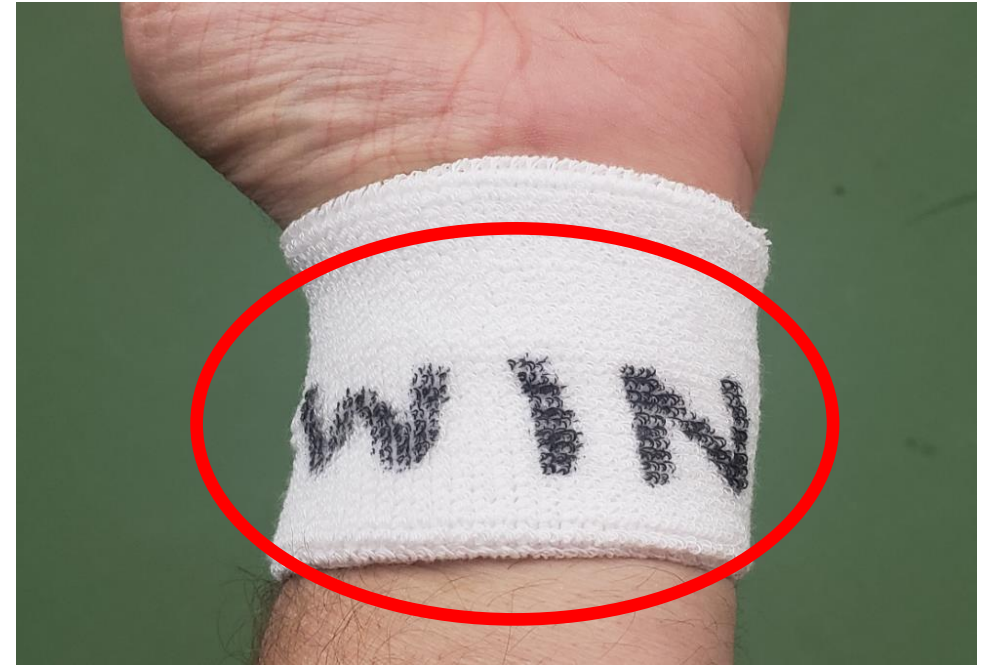
After every point, you ask yourself:

The **W. I. N.** Method: **2 TIPS**

TIP 1: Put it on your Racket Throat



TIP 2: Put it on your wrist band



The Ideal Performance State

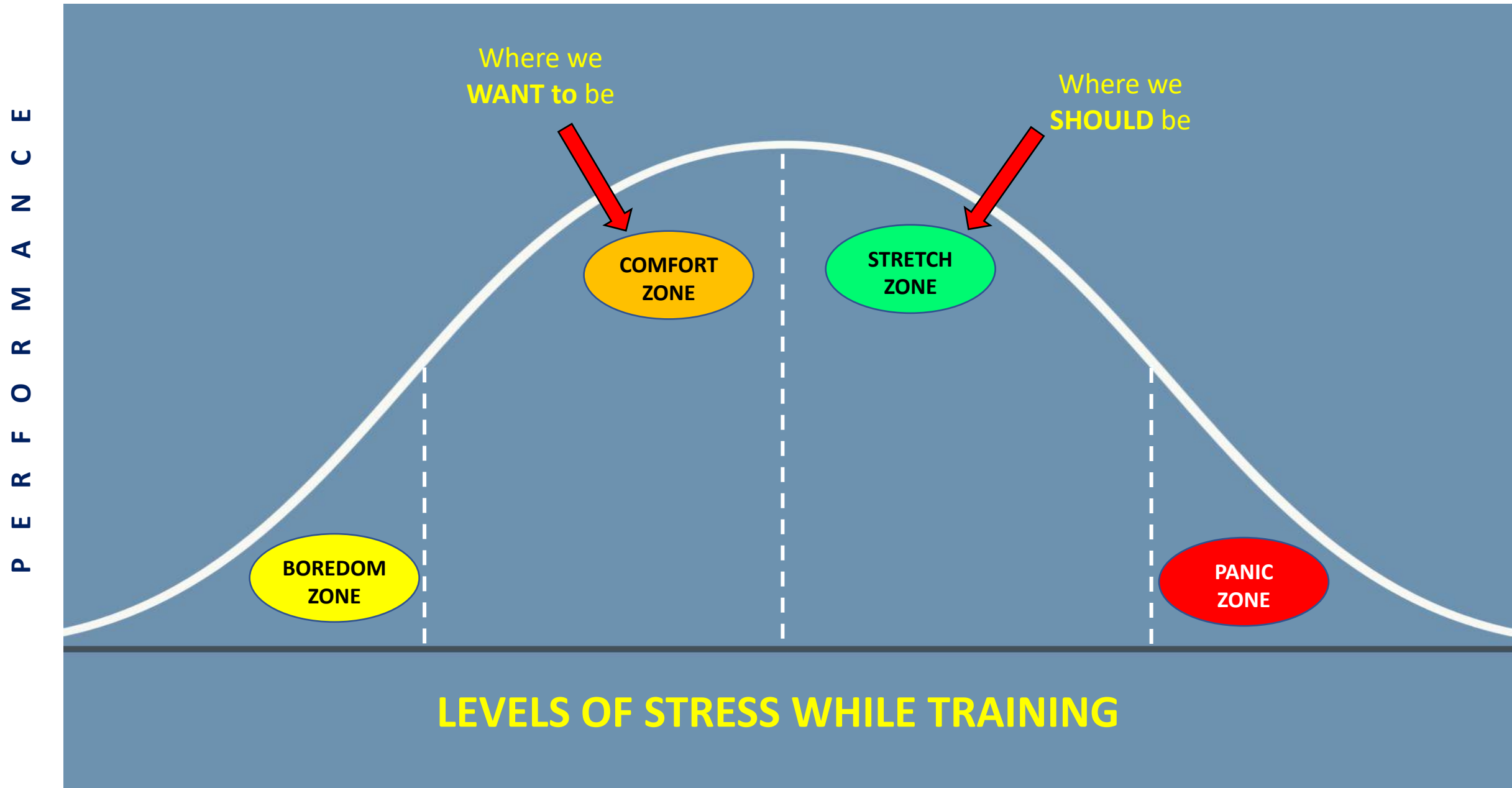
Ideal Performance State

- Calm
- Positive
- Relaxed
- Confident
- Clear-minded
- Focused
- Energized

Real Life State

- Angry
- Nervous
- Agitated
- Frustrated
- Irrational
- Whiney
- Crying

The Ideal Performance State



MODULE 4:

ON COURT

What We'll Cover **On Court**

Controlling your thoughts
Between point performance
Occupy Your Mind
Shot of Adrenaline
Plan for slow starts
How to call a line judge
Body Posture

MODULE 5:

DEVELOPING YOUR GAME

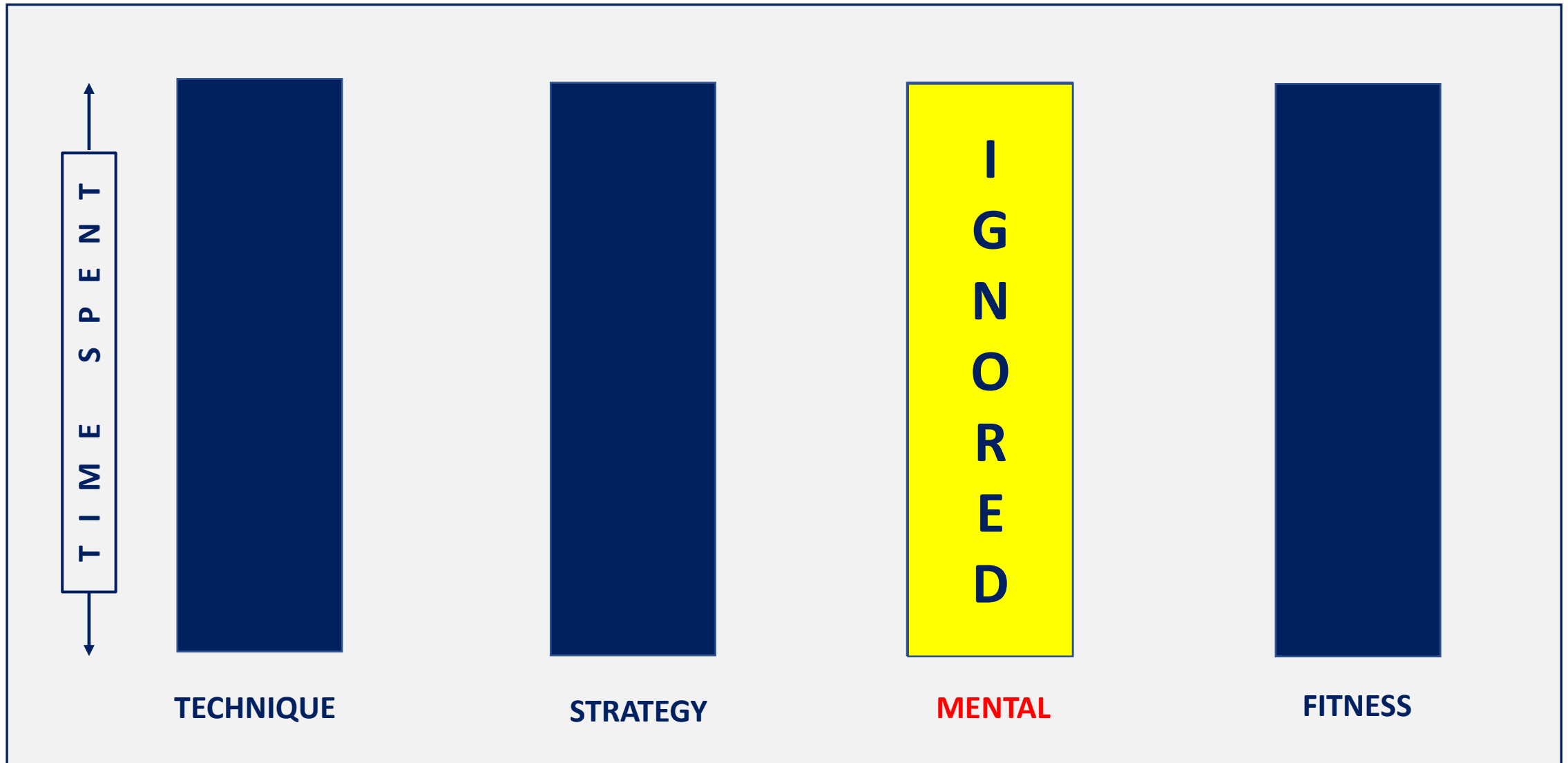
A Proper Training Regimen

Misalignment in Training

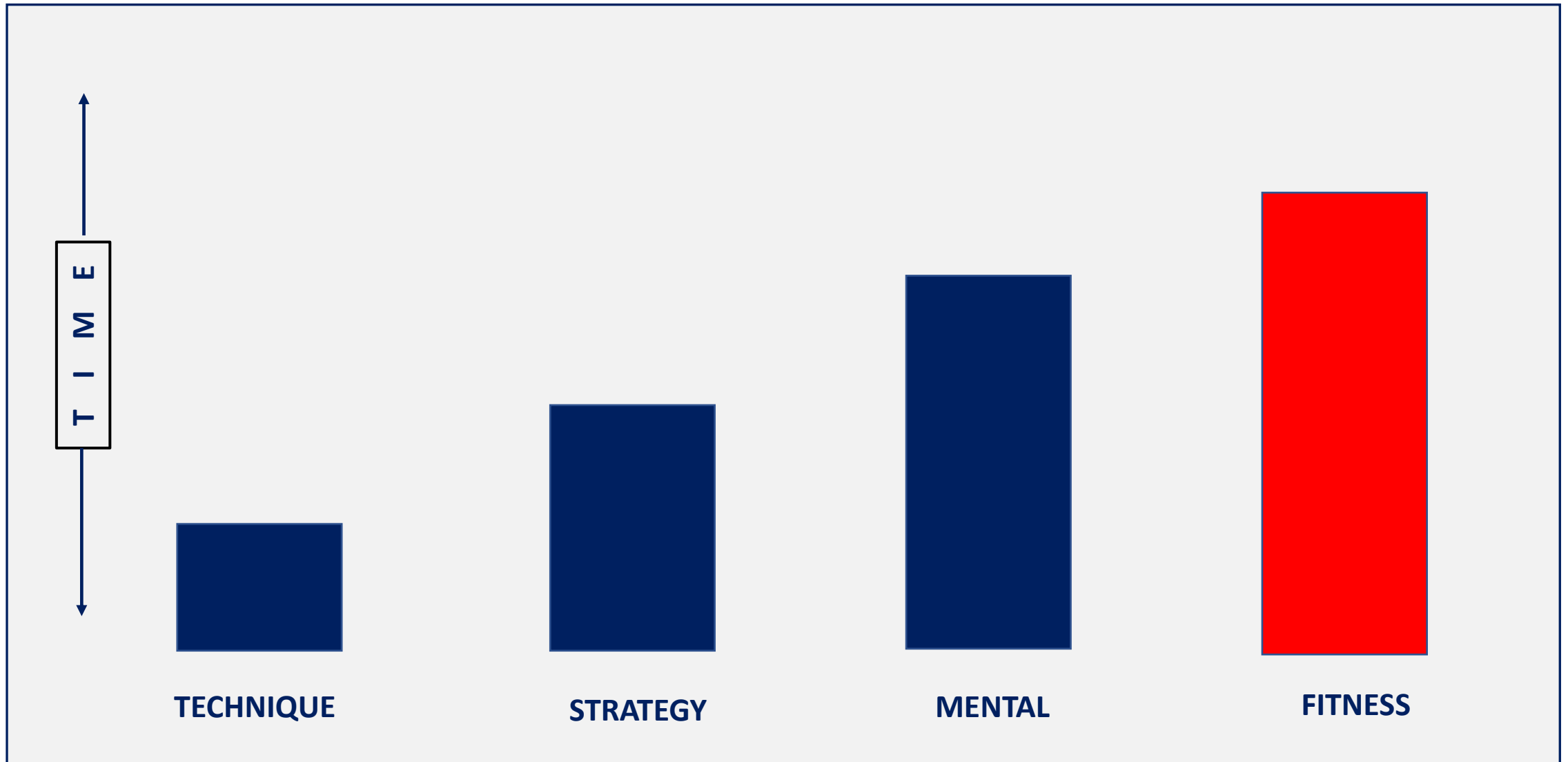
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NERVOUSNESS

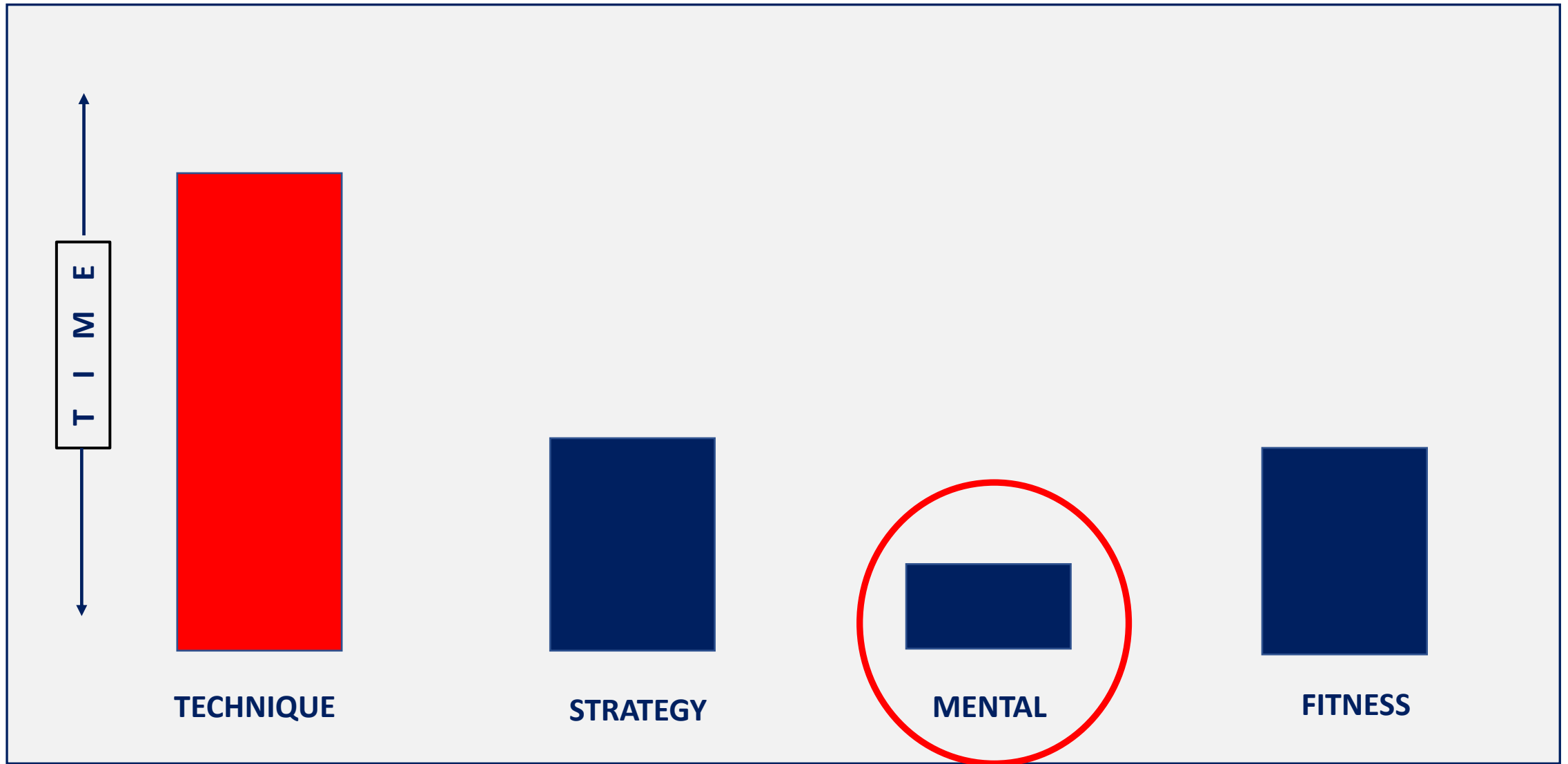
The 4 Pillars of Tennis



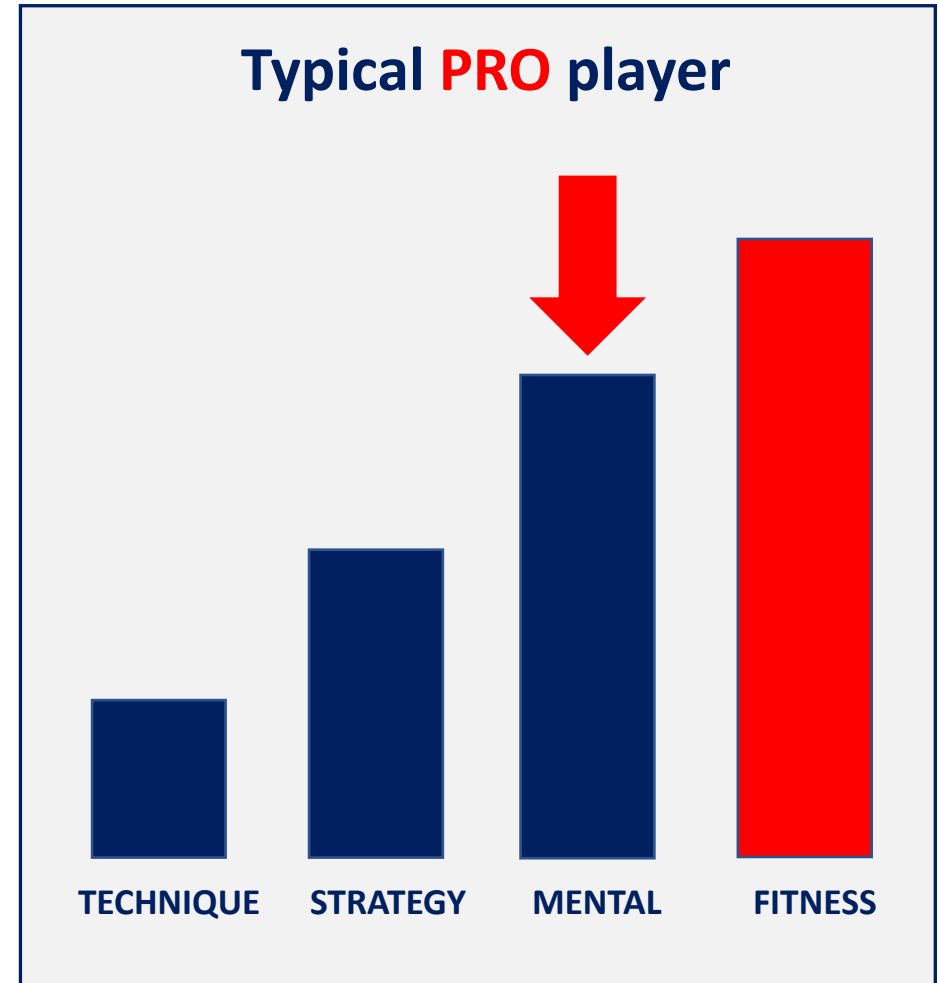
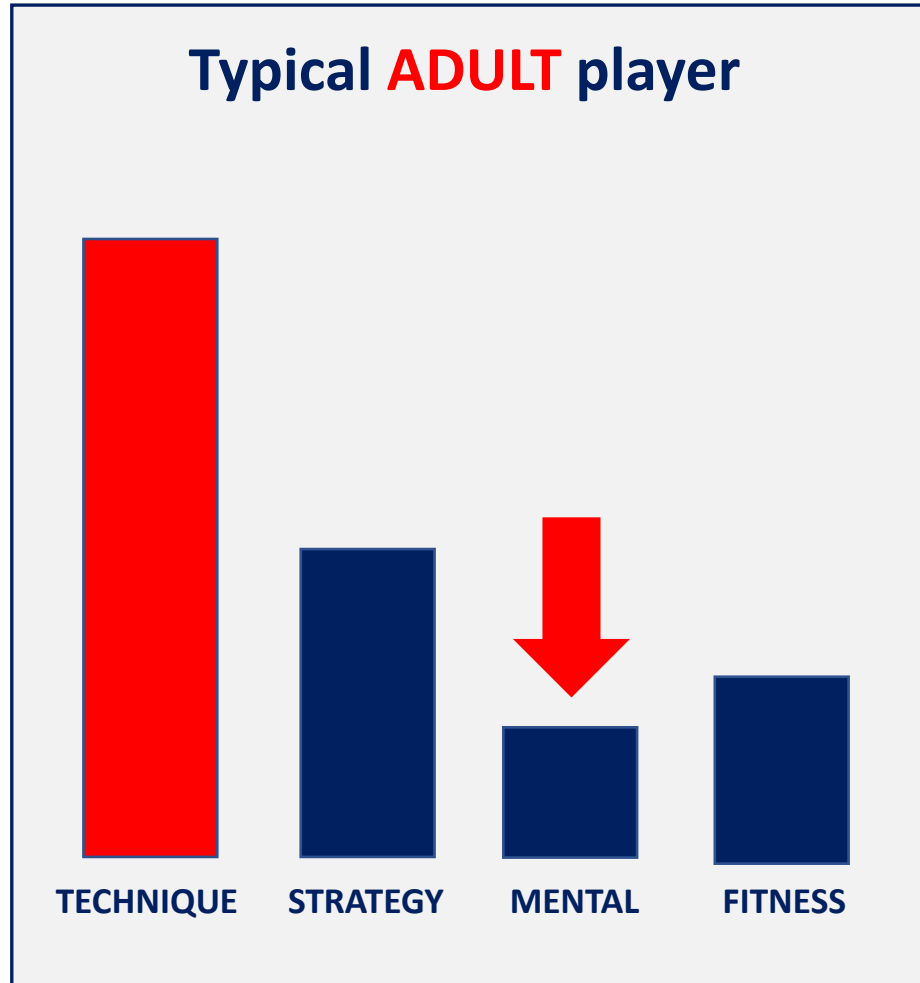
Typical **PRO** Player



Typical **ADULT** Player



Comparison



Takeaway

**You MUST Develop
Your Mental Skills**

Avoiding Competition

Story: A College Class Analogy

There is no Failure, Only Feedback

How to Get it Right

Jorge's Formula

MINIMUM

For every 2 hours
of practice, Get at
least one hour of
Match Play

PREFERRED

For every 2 hours
of practice, Get at
least two hours of
Match Play

the Tactics Audit

A tennis match ...is like a **fight**

We all show up to the fight
with our **personal toolbox**

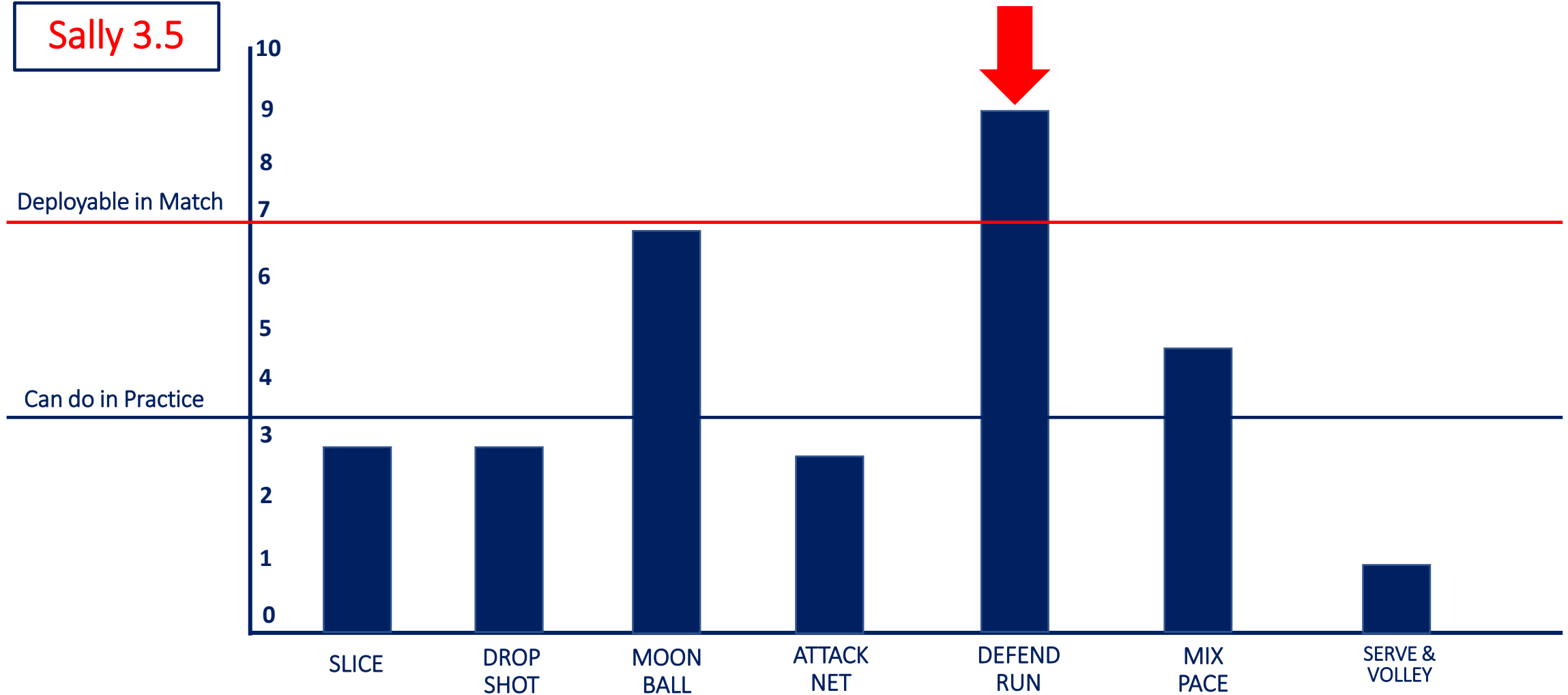
the Tactics Audit

The more **tools** you have
...the more you'll **win**

The Tactics Audit

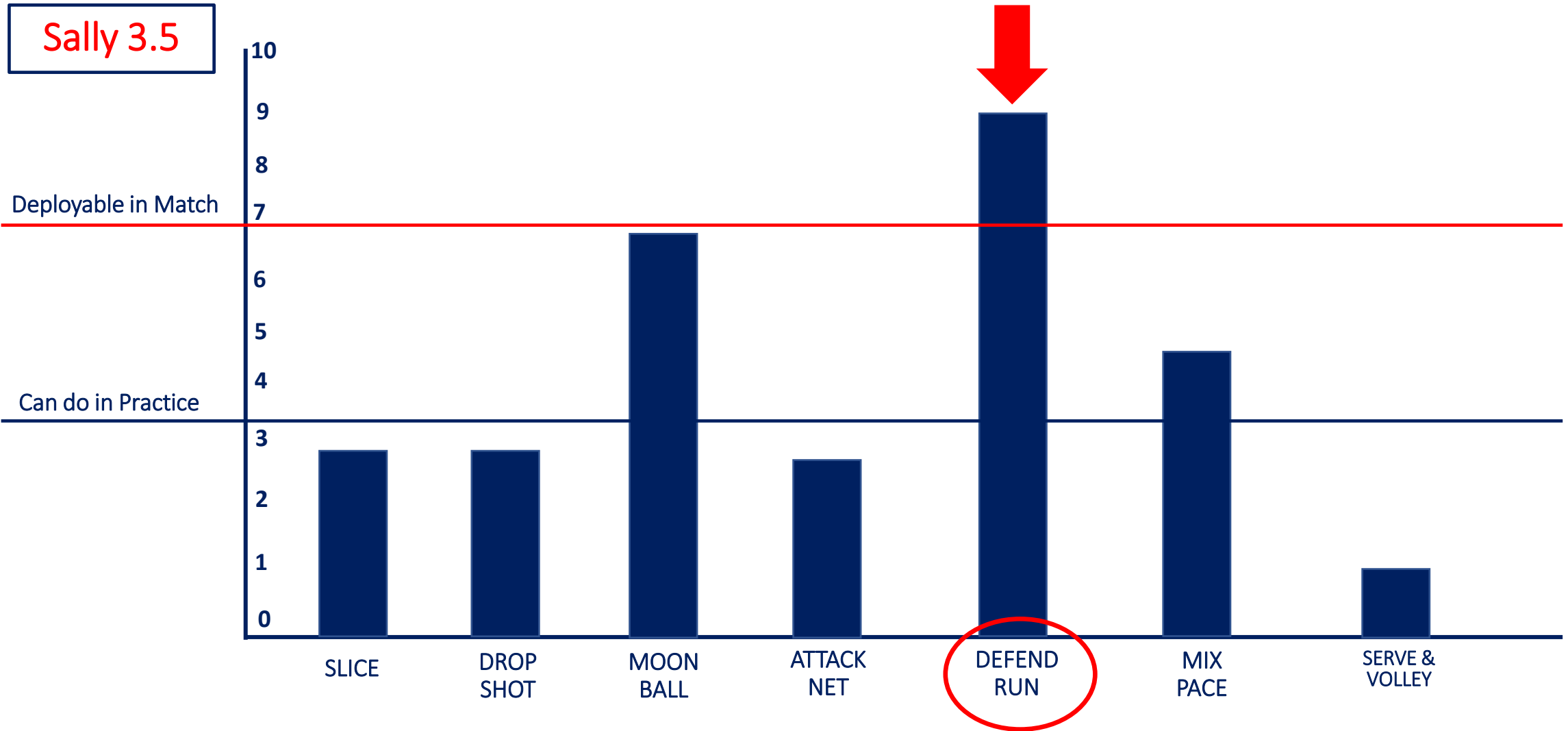
TACTICS AUDIT: WHEN IS A SHOT DEPLOYABLE?

Sally 3.5



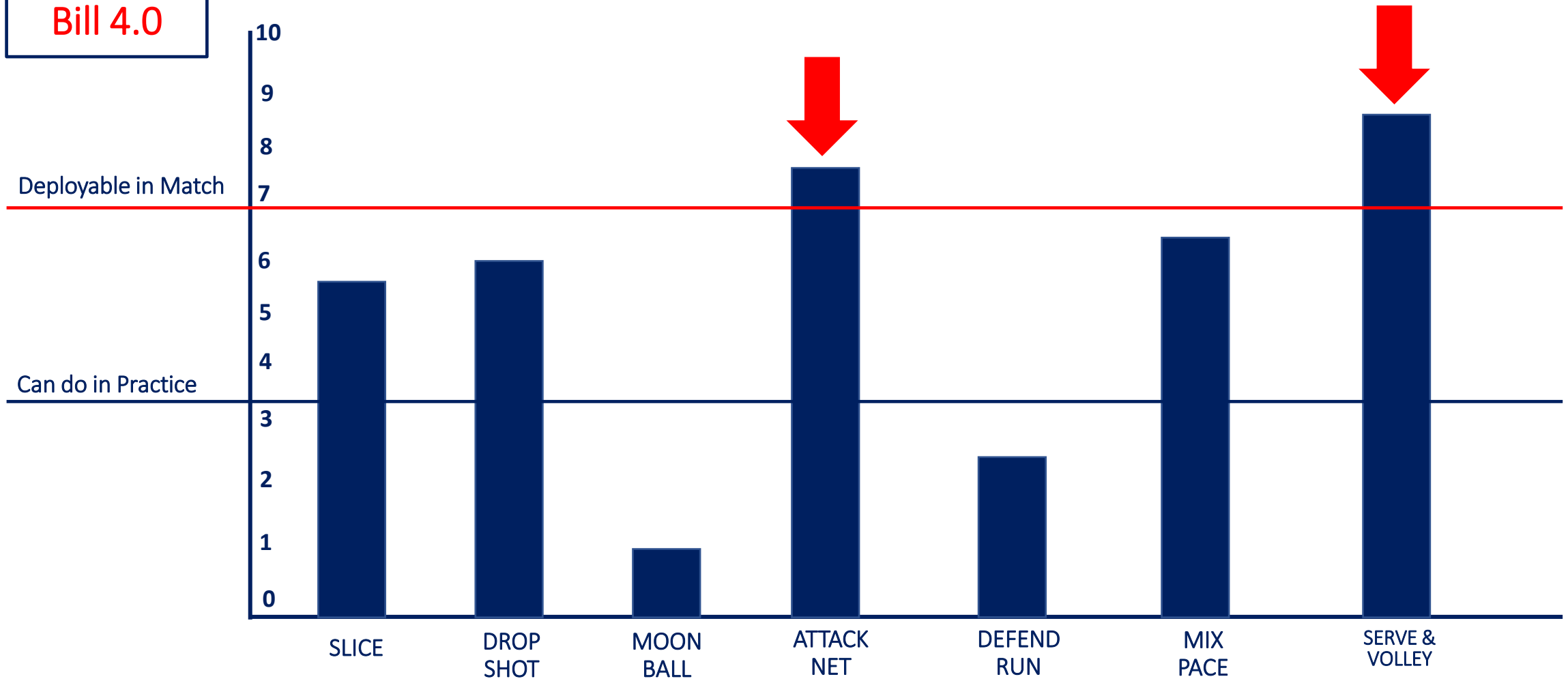
Sally ... in a Match

Sally 3.5



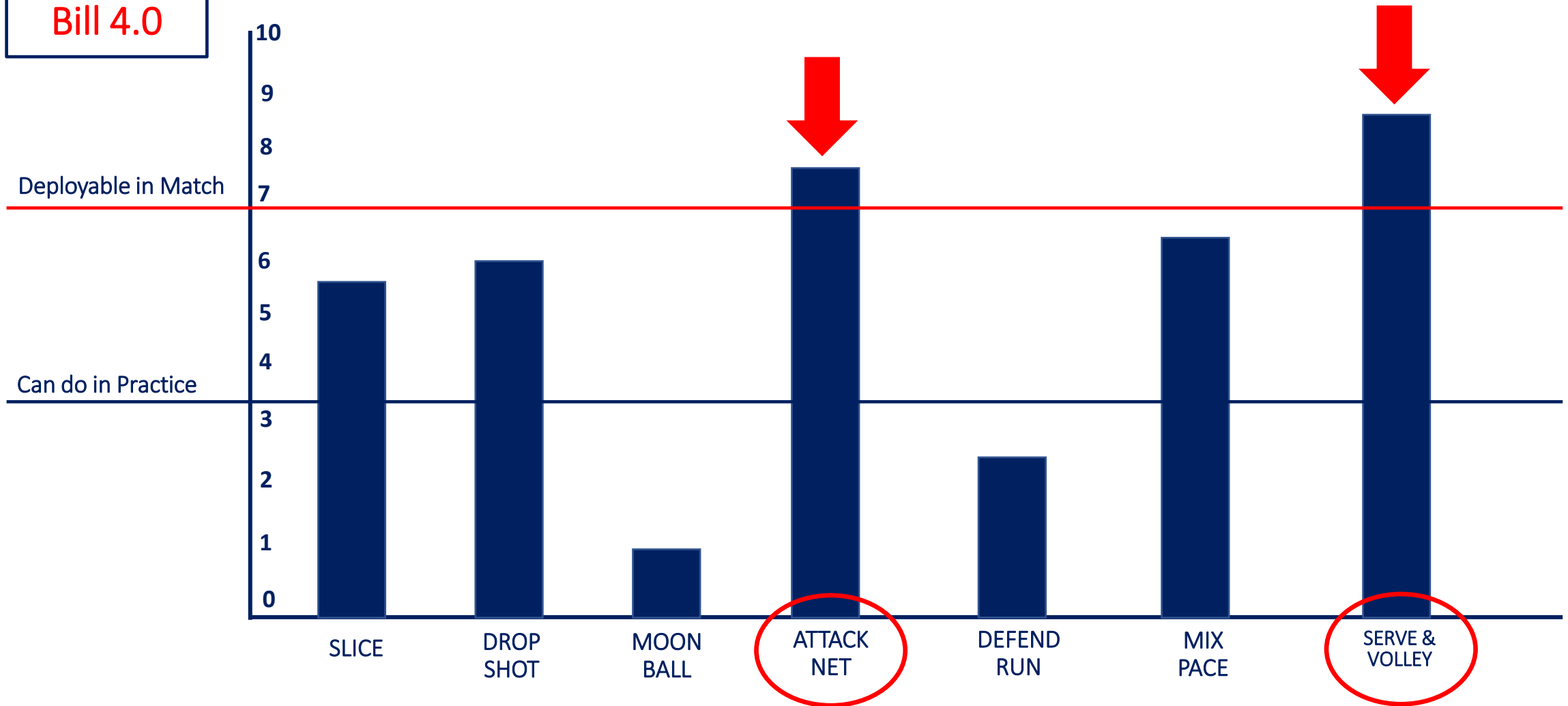
TACTICS AUDIT: WHEN IS A SHOT DEPLOYABLE?

Bill 4.0

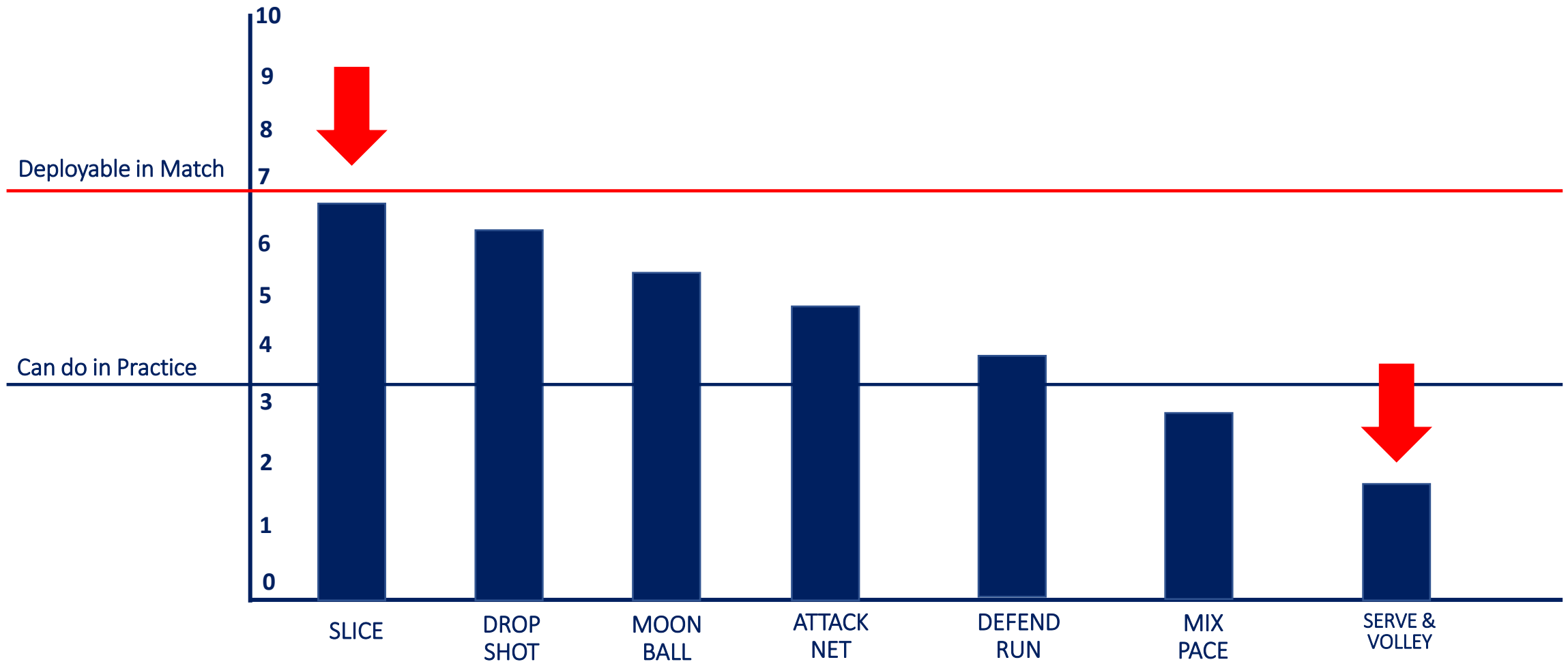


Bill ... in a Match

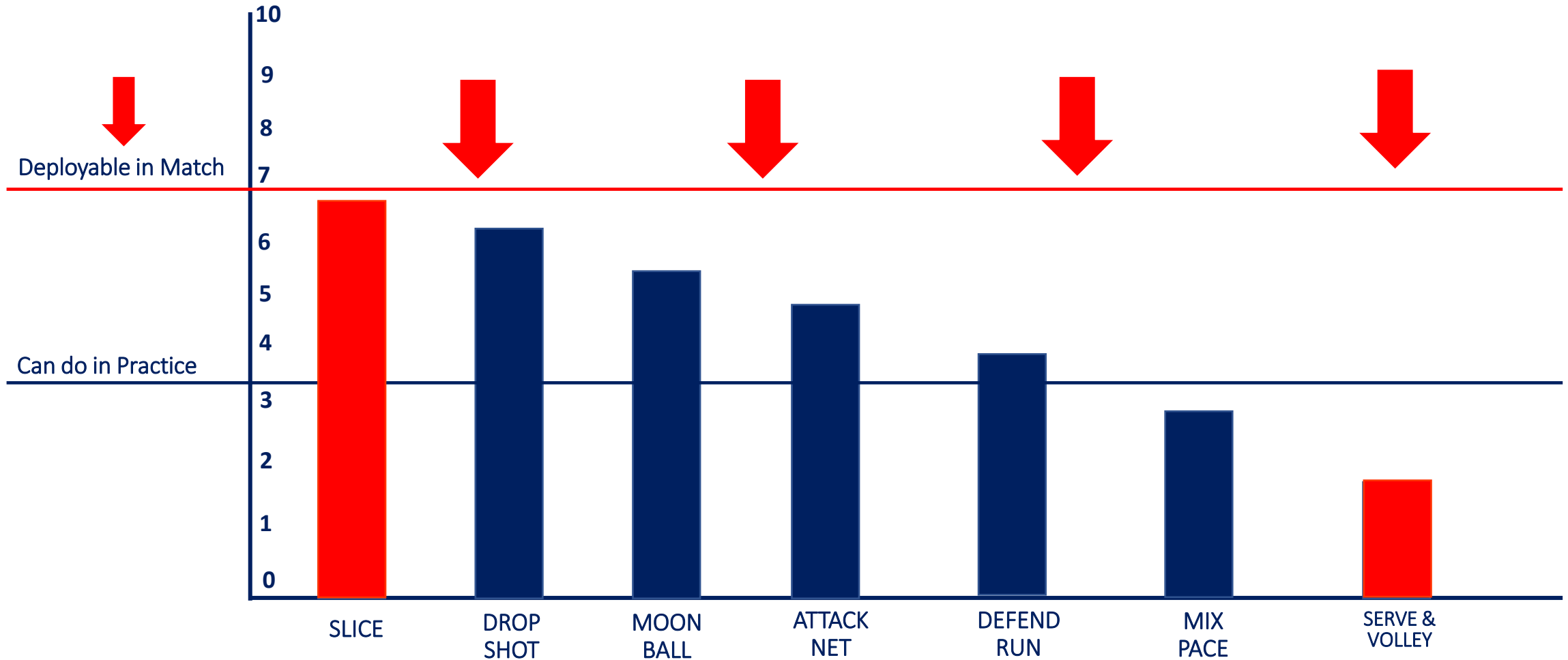
Bill 4.0



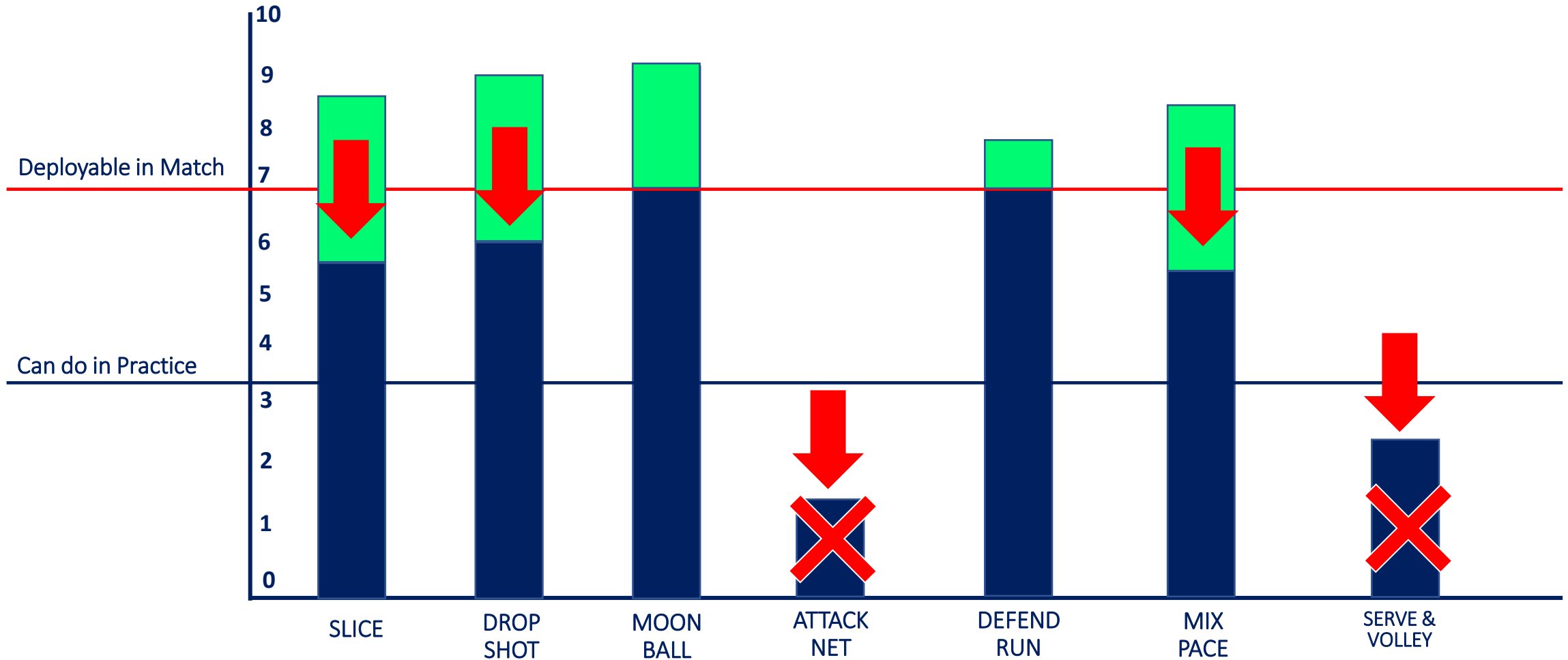
These are all the Same



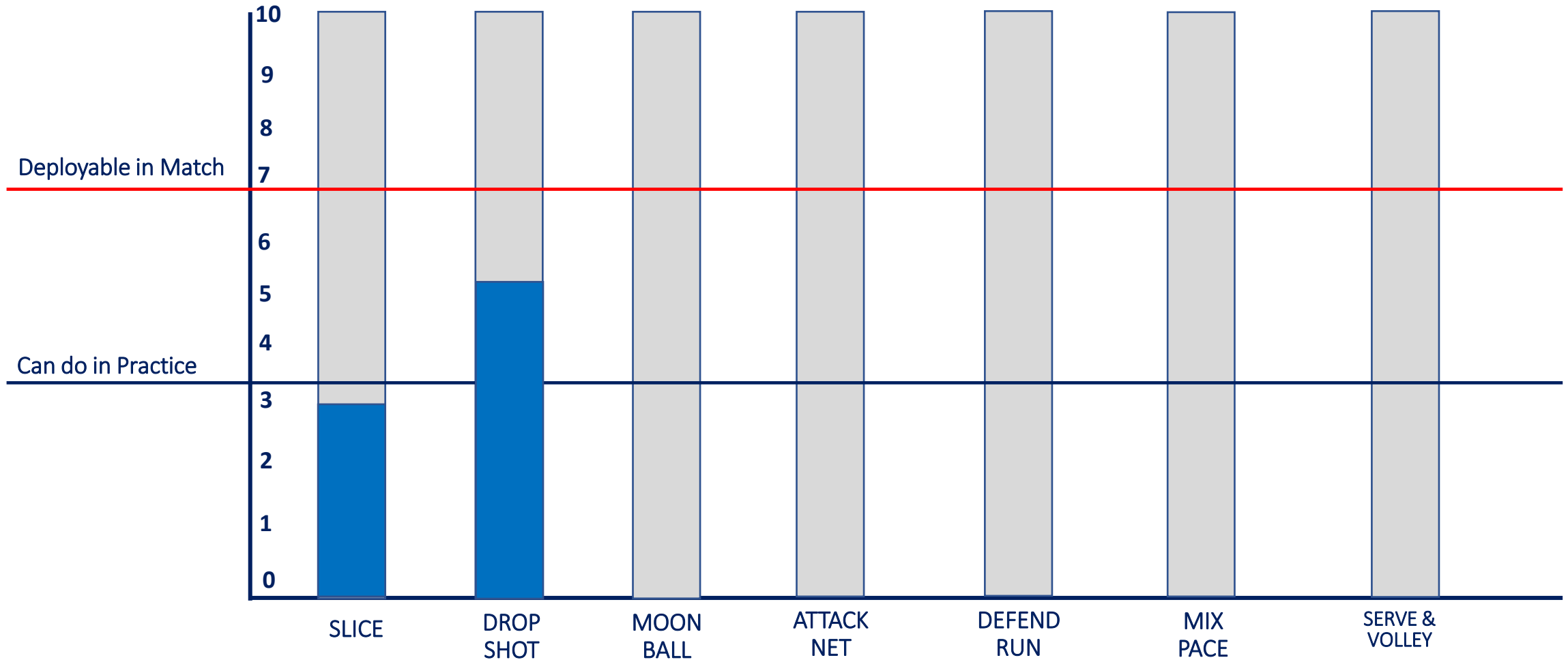
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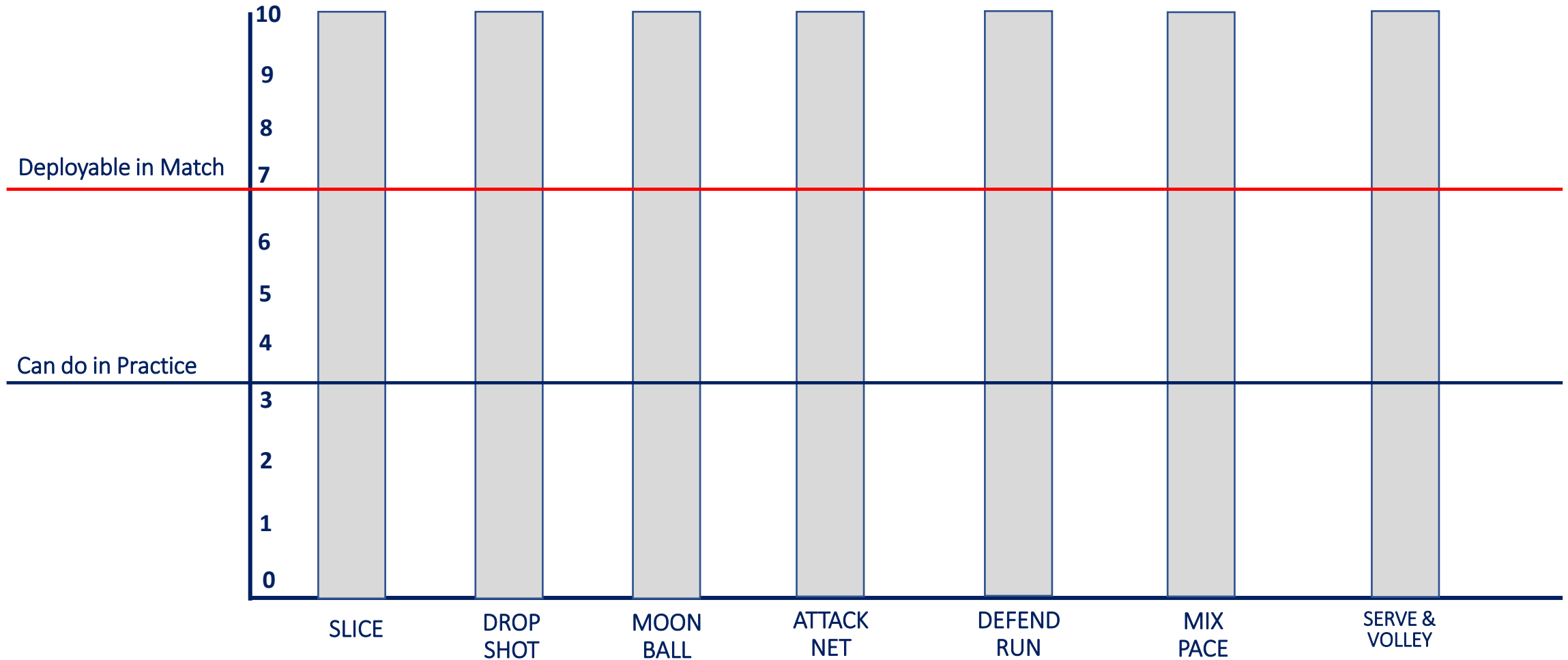
TAKEAWAY: You do **NOT** need EVERY tool



ASSIGNMENT: YOUR Audit (Printable)



ASSIGNMENT: YOUR Audit (Printable)



Developing Your Game

Progress Report

The 5 Play Situations

1. Serving
2. Returning
3. Baseline
4. Net / Transition
5. Lobs & Passing

Tennis Player - Progress Report

Players choose 2-3 areas to focus on. Choices are made from the 5 PLAY SITUATIONS that exist in tennis (+ Competition)

Grades: 1 = Working on it 2 = Improving 3 = Mastering the Skill

1) SERVING

Technical: Proper grips, stance, and use of the 9 checkpoints.

Tactical: Can change speeds, heights, & locations within the box.

Technical Score 1 2 3 Tactical Score 1 2 3

2) RETURNING

Technical: Can adjust swing size and uses proper "Y" footwork.

Tactical: Can hit both low and deep returns for singles or doubles

Technical Score 1 2 3 Tactical Score 1 2 3

3) BASELINE PLAY

Technical: Correct grips, swing sizes/paths, unit turn & footwork #

Tactical: Uses consistency, isolation, & high percentage patterns

Technical Score 1 2 3 Tactical Score 1 2 3

4) NET PLAY

Technical: Correct grips, split-steps, & movement around the net.

Tactical: Can add, match, & decrease power of the incoming ball.

Technical Score 1 2 3 Tactical Score 1 2 3

5) PASSING SHOTS & LOBS

Technical: Can change racket-face angle, and arc on the ball.

Tactical: Can lob high & deep (over BH) and pass low (1-2 punch)

Technical Score 1 2 3 Tactical Score 1 2 3

• AS A COMPETITOR

- Deploys a variety of tactics against different styles of players

Tactical Score 1 2 3 Mental Score 1 2 3

- Controls emotions and shows fight while competing
- Knows/uses the (16 second cure) between-point performance

Tennis Player - Progress Report

NAME: _____

Players choose 2-3 areas to focus on. Choices are made from the 5 PLAY SITUATIONS that exist in tennis (+ Competition)

Grades: 1 = Working on it

2 = Improving

3 = Mastering the Skill

1) SERVING

Technical: Proper grips, stance, and use of the 9 checkpoints.

Tactical: Can change speeds, heights, & locations within the box.

Technical Score	1	2	3	Tactical Score	1	2	3
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2) RETURNING

Technical: Can adjust swing size and uses proper “Y” footwork.

Tactical: Can hit both low and deep returns for singles or doubles

Technical Score	1	2	3	Tactical Score	1	2	3
-----------------	---	---	---	----------------	---	---	---

3) BASELINE PLAY

Technical: Correct grips, swing sizes/paths, unit turn & footwork #

Tactical: Uses consistency, isolation, & high percentage patterns

Technical Score	1	2	3	Tactical Score	1	2	3
-----------------	---	---	---	----------------	---	---	---

4) NET PLAY

Technical: Correct grips, split-steps, & movement around the net.

Tactical: Can add, match, & decrease power of the incoming ball.

Technical Score	1	2	3	Tactical Score	1	2	3
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5) PASSING SHOTS & LOBS

Technical: Can change racket-face angle, and arc on the ball.

Tactical: Can lob high & deep (over BH) and pass low (1-2 punch)

Technical Score	1	2	3	Tactical Score	1	2	3
-----------------	---	---	---	----------------	---	---	---

• AS A COMPETITOR

- Deploys a variety of tactics against different styles of players

Tactical Score	1	2	3	Mental Score	1	2	3
----------------	---	---	---	--------------	---	---	---

- Controls emotions and shows fight while competing
- Knows/uses the (16 second cure) between-point performance

ASSIGNMENT:

- **Print the Blank Progress Report**
- **Fill it out... Assess Yourself**
- **It will serve as your Roadmap**

Slump Busting

So... you had a bad outing

How **Pros** think...

It was a bad **day**

Tomorrow I'll be fine

They Compartmentalize

How **Most** think...

I knew it... I'm slumping

Tomorrow: I'll have trouble

We make bad assumptions

Two Truths about Slumps

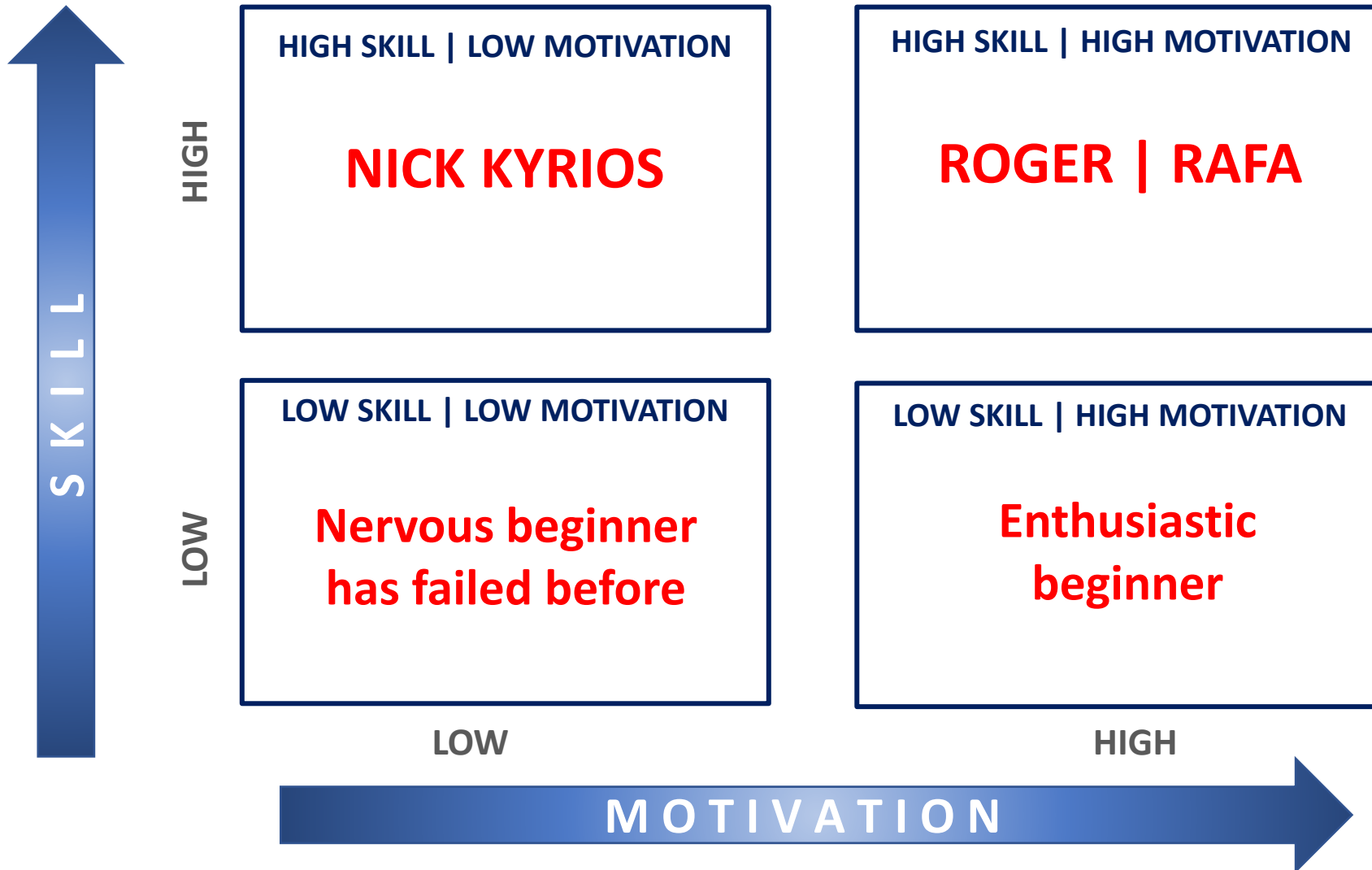
- 1. Most of the time... it's in our heads**
- 2. Not every bad outing ...is the start of a slump**

Dr. Allen Fox

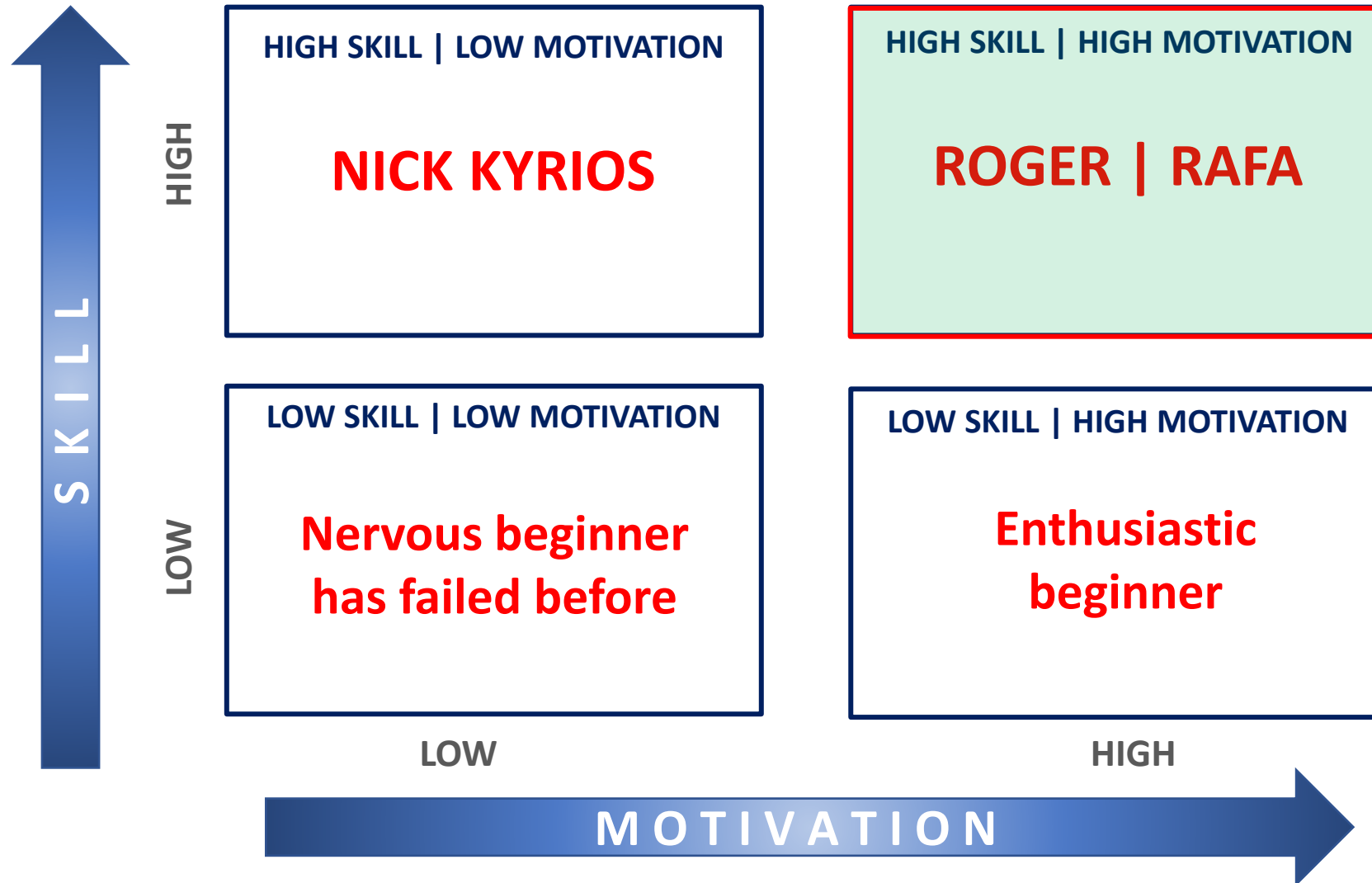
Slumps and hot streaks occur in cycles
and **both end naturally** with time

Jorge: There are no lifelong slumps

Skill vs Motivation



Skill vs Motivation

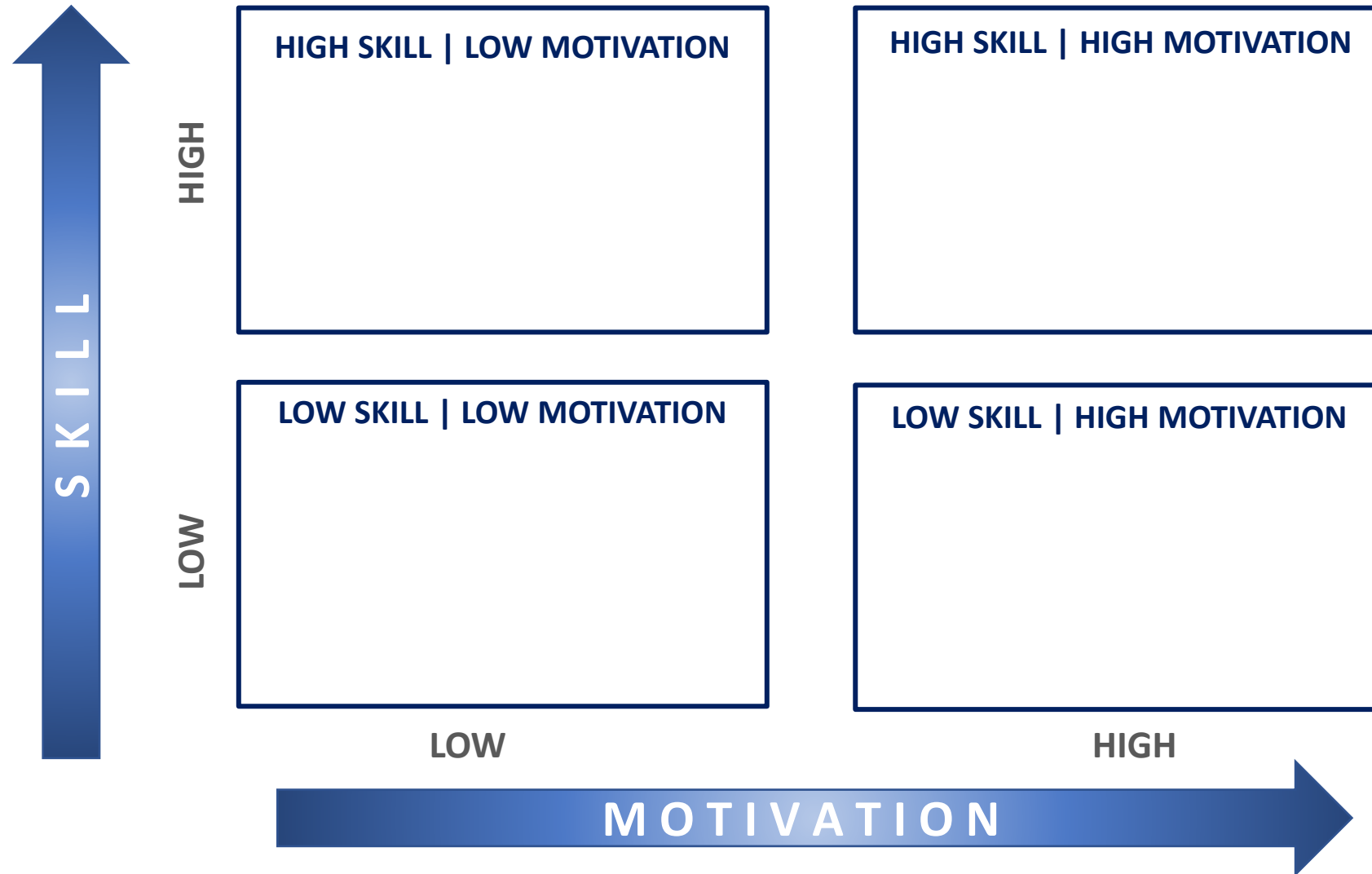


Skill vs Motivation



EFFORT | HUSTLE | ATTITUDE

Assignment: Chart Yourself



Surviving Tryouts

- 1) Empathy**
- 2) Errors vs Winners**
- 3) Focus on Serve and Overheads**
- 4) Show Fight and Effort**
- 5) Win the Between Point Battle**
- 6) Expect To Pass People**

SUMMARY

Course Review

Started with the 4-Part Series

- Fear of Losing
- Closing Out Matches
- Your Inner Voice
- Nerves & Choking

INSIDE THIS COURSE

Module 1: Foundations

Module 2: Perspective

Module 3: Controlling Your Mind

BONUS Module 4: On the Court

BONUS Module 5: Developing Your Game

Takeaways

1. Tennis is Uniquely Frustrating
2. Being Mentally Tough is NOT Normal
3. Mental Toughness CAN be Learned

Remember: You Have **LIFETIME** Access

Last Assignment

WHAT WE COVERED

Module 1: Foundations

Module 2: Perspective

Module 3: Controlling Your Mind

BONUS Module 4: On the Court

BONUS Module 5: Developing Your Game

ACTION ITEMS

	ACTION ITEMS
1	Practice the 16 Second Cure
2	Complete the Tactics Audit
3	Review the Richter Scale of Stress
4	Develop some Positive Mantras
5	Implement the W. I. N. Method

	ACTION ITEMS
1	
2	
3	
4	
5	