

# GET IN THE GAME

## 8 Elements of Perseverance That Make the Difference

**CAL RIPKEN JR. with DONALD PHILLIPS**

**CAL RIPKEN JR.** played for twenty one seasons as a major league baseball player for the Baltimore Orioles. He earned a reputation as an "Iron Man" by playing 2,632 consecutive games – the equivalent of not missing a day's work in seventeen years. During that time, he amassed more than three thousand hits and four hundred home runs – one of only eight players in the history of baseball to do so. He also has made a successful transition from baseball to business by becoming the president and CEO of the Ripken Baseball Group which runs minor league teams and amateur baseball training camps. Cal Ripken Jr. was elected to Baseball's Hall of Fame in 2007.

**DONALD PHILLIPS** is the author of eighteen books including *Lincoln on Leadership* and *On the Wing of Speed*. He is a partner with Cal Ripkin Jr. in the establishment of the Ripken Leadership Center.

The Web site for this book is at [www.ripkenleadership.com](http://www.ripkenleadership.com).

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**MAIN IDEA**

The eight elements of Cal Ripken Jr. style perseverance are:

Perseverance	
1	The Right Values ..... Having the right values lays a solid foundation for success
2	The Will to Succeed ..... The best motivation comes from inside, not outside influences.
3	Love What You Do ..... When you love what you do, it becomes easy to go to work.
4	Preparation ..... When you have prepared well, you will perform consistently well.
5	Anticipation ..... Position yourself to excel by learning how better to anticipate.
6	Trusting Relationships ..... Do all you can to build strong relationships with others.
7	Life Management ..... Find activities which combine all the key elements of your life.
8	Courage of Your Convictions ..... If you believe in something, give it 100-percent of your effort.

*“On September 6, 1995, I had broken the major league baseball record for consecutive games played. On that day, I’d played in my 2,131st straight ball game. My streak would eventually end on September 20, 1998 after I had played in 2,632 consecutive games. The man who held the record before me, Henry Louis Gehrig, was more than just a baseball player. He was an American icon, a legend. Lou Gehrig and I shared a connection that goes back to old-school values and principles about going to work every day and hanging in there when the going gets tough. It’s the basic belief of simply rolling up your sleeves and doing the job to the best of your ability. Ideals such as these harken back to a time when baseball was just a game.”*

– Cal Ripken Jr.

**Element #1 – The Right Values** . . . . . Page 2

No matter what you attempt to do, having the right values lays a solid foundation for success. Commit to excellence, to doing what’s required and giving your all.

**Element #2 – The Will to Succeed** . . . . . Page 3

Don’t worry about trying to acquire the external trapping of success. Be motivated primarily by your own desire to succeed and excel. The best motivation comes from inside, not outside influences.

**Element #3 – Love What You Do** . . . . . Pages 3 - 4

When you love what you do to earn a living, it becomes easy to go to work day after day. Every day becomes an adventure you look forward to with anticipation. It really is as simple as that. Be passionate about what you do.

**Element #4 – Preparation** . . . . . Pages 4 - 5

When you have prepared well, you will perform consistently well. It is that consistency of performance which can increase your value and make you absolutely irreplaceable from your organization’s perspective. Once you get to that stage, you’ll always be in the game.

**Element #5 – Anticipation** . . . . . Page 5

The better and more skilled you become at anticipating what might happen tomorrow, the more thoroughly you can prepare today so you can succeed tomorrow. Anticipation is usually just a blend of common sense and learning from experience. Position yourself to excel by learning how better to anticipate.

**Element #6 – Trusting Relationships** . . . . . Page 6

You really can’t succeed without the help, friendship and goodwill of other people. Do all you can to build strong relationships with your coworkers, your managers and even with your competitors. It’s important all these people know you can be relied on to act responsibly in all situations and in all circumstances.

**Element #7 – Life Management** . . . . . Page 7

Personal happiness is derived from the intersection of the people in your life, what you do for a living and how you feel about yourself. If you can find activities which bring all three of these elements together and allow you to excel in each of these areas, you’ll be happy.

**Element #8 – Courage of Your Convictions** . . . . . Page 8

If you believe in something and you think it’s right, give it 100-percent of your effort. Have the personal courage to stand up for what you believe in, even if there are other distractions on the fringes. Do what people are counting on you to do.

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