

LESSON 6

The Law of the CATALYST

“Winning teams have players who makes things happen”

- Catalysts are defined or called get-it-done-then-some people.
- Michael Jordan was an example of catalyst. When a player needed to take the last shot to win the game, the ball went to Jordan. When the practice needs things to get going, the ball went to Jordan. Jordan was capable of putting the team in the position to win the game.

We need to be clear that there are 3 kinds of players:

- **People who don't want the ball.** They don't want the responsibility and no ability to overcome pressure in the team. They should be allowed to play in the area of their strengths.
- **People who want the ball but shouldn't.** They can't carry the team to victory. The problem is that they don't know they can't. Their egos are greater than their talents.
- **People who want the ball and should.** They push the team to greater heights. They are catalysts.

Characteristics of a catalyst:

- **Intuitive.** They sense things that others don't. They are able to make an intuitive leap that turns disadvantage into advantage. Most people are more intuitive in the areas of their strengths.
- **Communicative.** They say things that others don't say to keep the team moving. They might share things that might come to get the rest more prepared for the outcome. They direct, talk, inspire the team to go to higher level.
- **Passionate.** They feel things that others don't feel. They are passionate in all that they do and they share that love with their teammates.
- **Talented.** They do things others can't do because of their talent as well as their passion. People rarely become a catalyst outside their talents or gifting.
- **Creative.** They think things that others don't think of. They think differently from their teammates.
- **Initiating.** They are not only creative but they are disciplined in their actions. They delight in making things happen. They initiate. They move the team as they move themselves.
- **Responsible.** They carry things that others do not carry. Catalysts are not consultants. They take responsibility to make things happen.
- **Generous.** They give things that others don't give. Willingness to give of themselves to carry something through. They are prepared to use their resources to improve the team, whether it means giving their time, energy, money or sacrifice personal gain.
- **Influential.** They lead others in a way that others cannot. Team members respond to catalyst when they won't response to anyone else. They have integrity and are influential.

Team thoughts: Games are won by get-it-done-then-some people.

Becoming better team member:

- Start improving yourself by doing the following things: finding a mentor, begin a growth plan, get out of your comfort zone.
- If you follow the 3 steps, you may still not yet be a catalyst but at least you become the best you can be, that's all that anyone can ask of you.

Becoming a better team leader:

- If you lead a team, you need a catalyst to push the team to its potential. Begin identifying and enlisting people who can get it done better than others.
- Look out for potential in teammates, encourage them to take initiatives and become positive influencer in the team.
- If people in the team refuse to step up to the level of the play, then start recruiting people outside the team.

