

So first of all, for the ones that don't know me.

I see only familiar faces here.

But anyway, I'll go by protocol.

My name is Jose Antonio, Fernandez.

And for my, my friends can call me Tony.

And I am third generation of tennis professionals.

I was born in Chile.

And I play tennis play professional tennis between 1982 and 1994.

After that.

I started coaching.

And in this this time, this 25 years.

Besides coaching.

I dedicated my time also to study reflect and try to improve my coaching skills.

So I could give more to the people I interacted with.

I always saw that he was it was good, too.

To get better to maintain the same mentality.

I had when I was a tennis player.

So yeah, that's about me.

My life has been already long is 57 years.

So but I'm going to leave it in 23 minutes and ask that.

Determine a lot of my motivation was when I was in school in high school.

In one of the philosophy classes.

I heard something from a Latin poet call.

Juvenal.

Anyone like this mens Sana in corpore Sano.

Which means a healthy mind in a healthy body and I like that idea.

On those years.

I was playing a lot of tennis Olympics in a lot of athleticism.

and I decided to that, I wanted to invest in my in my head as well in my intellect and understanding things in a better way.

So those two Aztec has led my life, always trying to go from Theory into practice and validate Siri with my own experiences.

So these are the cornerstones from My Philosophy.

so on another thing that made me allow this when I when I started coaching In my opinion coach, you was to results-oriented players and families.

They were very focused on results and they wanted the results.

Hopefully quick.

And I believe that excellent happens over time and is a process.

And we're going to come to this issue of the process, a result a lot today.

I think that's one of the centerpieces of this conversation.

So when I said I wanted to really find high performance.

I meant to say things that I, I learned over my years and first one is external results.

Is one part.

Call Farm high performance, but the other very important part is a quality of the inner experiences, is how you feel in the process of performing his key.

And the second obstacle realize is that the success principles are Universal.

They're the same.

If you play, tennis, if you play basketball, or if you study medicine in any Walk of Life is very similar to how you feel and Achieve success.

So what is high performance high performance? In my opinion is a life.

Philosophy is a way of living and he has two very important aspects, which number one is preparation.

44 high performance.

You need to prepare and you need to prepare.

Well, you need to come to the point where things are.

So automatic that you can deliver under stress.

So this is one very important point.

The second important point of high-performance is performance, itself, is when you're in the middle of doing what you, what you want to do.

Well competition.

Let's stay in the Reel of tennis and it would be competition and I feel we perform our best when we get in, what I called his own or genius.

When we come into this place where You are so immersed in the present moment that you can you have no distractions.

You are very touchy on with what you're doing.

So this is for me, a very important aspect of high performance and the cycle of preparing and Performing is a never-ending process.

We can expect to be exonerated one day and say, I have it and I don't have to practice it anymore.

I think I performance is a practice itself, so we can keep, we can expect expect excellence.

But not Perfection.

Perfection could be a North star somewhere.

I want to go but it's not the Final Destination because there are no perfect tennis players or human beings.

We have excellent.

Excellent.

Excellent people, but nobody is perfect.

And I think this is one of the things a lot of performers deal with thinking that they have to do something perfect.

Because before they can perform at their best, So why are we here today? This is the question.

We are going to answer throughout this conversation.

And first of all, Albert, Einstein quote, I'm going to read it to don't spoil it.

If he said try to make things as simple as possible, but not simpler.

And I have to say the biggest challenge for me during this webinar was to keep it simple and understandable because the area of the mind is so vast.

It's so big that you have so many Concepts and then to filter the important ones.

It could become really challenging.

So I try to do that in focus on the main idea of today.

So there is a question we going to try to answer is what is the goal of the game? What is the goal of the game? That is going to be our conversation? I forgot to say.,

if anybody wants to ask questions.

They can please write them in them in the messaging and I will answer when I finish the presentation.

Okay, so let us start here over this.

Over 25 years already.

I started coaching 1995 and was around thirty years old and 57.

So, it's over 25 years reflecting about tennis and performance in having had so many layers in my hands.

And I came to a frame of work, which is a, is, is a model in which I like to have a structures, but I understood also that the structures are there to be guidelines, but we.

have to be flexible with the structures.

But anyway, I needed to have a map, not only for me, but for people that work with me, being a coach, is our players.

I like when players understand the map as well.

So my I took three areas of coaching being the first and most important one.

In my opinion, is the player himself.

Then the next one is the game.

So, the first question we ask is who I am.

Who am I? The second question is? How do I play the game? And the third is, what results am I getting? So the player the game and the outcomes.

This is tomorrow that I use.

I realize that the very beginning that we started very often with the outcomes setting goals, but not realizing that this to achieve those goals.

We have to do a lot of work in the self.

So now I'm going to jump a bit more into details.

About the first app aspect about the self.

I believe that every everything starts with a person with the one that is performing.

That is the one that is going to make things possible or not.

So that person has to have a strong commitment in also responsibility to take charge of what is he? Or she is doing.

As personality is said to be composed of two aspects when I speak his temperament, that is supposedly more inborn or genetic.

And the other aspect is character, which is learned through our life experiences Etc.

So I think that character Gives that gives us a big opportunity, There's an opportunity to work there.

Any proved sometimes, it's very difficult to change the temperament of somebody, but character is learned.

So I believe that there is a, a very big opportunity to work on the character on the way to become better better person.

And I'm better performance performance as well.

So, If I if we go a little deeper into the the question of, who am I? I see also there.

Four main areas.

In the first area is the area of subdivision.

Is what do I want for me? And I, I believe high performance need a strong Vision.

They need something to dream about and Stephen Covey in his famous.

Book.

The 7 Habits his second law or rule is start with the end in mind.

So we have to have a strong vision.

In order to strive towards high-performance.

However, I think we have to dissect that Vision in small digestible parts that we can apply on a daily basis.

These are saying we have to know what am I going to do today? In order to move towards.

My goal my final goal.

So against there, we come to the aspect of the process of Cena.

I mean, I have this conversation with many of the Young tennis players.

Some of them very successful, some of them less successful and very often here.

I want to be a top hundred, even number one in the world.

And when I asked the question, what are you doing today? In order to get there.

The answer is very big because actually, they don't know exactly what needs to be done on a daily basis.

And I think that key.

What's a player I used to be like that as well? I had a dream a vision, but I didn't know how to approach the

day by day.

so, Division was our first, the second aspect that is very important.

Is awareness is what do I see in in this case, is self-awareness as well.

What do I know and see about myself? We can only change That what we see if we don't see it, we can exchange it.

And progress is a consistent change.

We have to be consistently improving.

The things we do.

So awareness is important, and it's also developed is not the same as a 12 year, old kid or a twenty-year-old kid.

However, few people really put a tension on that on understanding who is the Observer? Who is watching? What I do? The cert aspic.

And this is also very, very nice.

This is probably what we deal with on a daily.

Basis is what I call the self Mastery skills.

And this is composed of your your personal skills.

Your strength but not only on the mental Arena also on the emotional and on the physical Arena.

I think that the Buddy plays a huge role in developing high-performance, especially in this area where we have to run so much and move so quick but also in other areas.

So self-mastery skills are fundamental and I have a few that are my favorite.

I have 10 that I liked me more than others.

I read I read from Martin Seligman, which is who is the father of a positive psychology.

He distinguished 25 character strengths.

I don't know if you guys have ever done.

The CIA character is survey is a very interesting one in it.

It shows you your I think your top five strengths and I believe it's very good to know.

Where are we correct our wives? What are we good at? So my favorite then I'm going to go one-by-one and not too much into death.

So we move forward.

Is learning.

The skill to learn in to put effort.

That is fundamental for me.

If you want to strive to be your best self.

You have to know how to learn and you have to have the skill to put effort, always not once in awhile, but always, so the sentence for me there, if I do my best.

The second.

Personal skill is energy.

We need energy.

If you want to produce big results.

We need energy.

This concept of energy is a huge is very large also because it is how you manage your life.

How you sleep, how you eat? How you move, how you recover? How do you invest your energy, and how you recover? We have to be very intense in the use of energy, but also on the.

recovery.

We have to be really intense doing that so we can replicate the same thing on the next day.

so, the sentence that I have here is I have the necessary energy to fuel my courage.

Dessert.

Virtue would be courage.

And I believe courage is, is very important.

No, courage.

We will not dare to do big things.

And I think in order to do big, big things you need to do, they're failing because there's no success without risk of failure.

And it's something that tennis players.

We're always in front, of every time we play a tennis match.

There is a possibility to fail.

And we have to be able to be willing to take that risk.

That is part of the equation deal with stress.

The fourth virtue is habit.

Or habits determine more, or less what we do in the moment-to-moment basis.

In what we doing a moment-to-moment basis determines or Direction in life.

So having clear rituals, prodigals is said, is very important having good ones.

Sometimes we have bad habits that we move two steps forward and then once the back, so that makes progress slower.

Is focus.

Is.

We need to have the ability to prioritize and put Focus meditation.

They call it.

One pointed awareness is to put your focus.

One thing on the on the thing you have in front of you without destruction.

That's the way we can.

Start tackle, tackling goals.

You go one by one.

Paying attention to the most important thing.

So, focus is a fundamental aspect of high-performance.

Then obviously discipline Corden.

Be out of this, my 10 favorite, I think, having the ability to self-regulate, and we talked a lot about delayed gratification know that way.

Sometimes, you have to be disciplined to wait, for things to flourish things, don't happen quickly in the sentence year, is I do what I say, I will do.

The seventh is resilient.

In in here, I have a lot of strawberries Channel experience in.

I believe it's so important to learn to lose.

That was something that was extremely difficult for me.

As a young player.

Especially being a successful, Junior player I couldn't deal with Losing too.

Well, it really affected me emotionally for longer periods than necessary.

And I think it's good to be sad or angry after we lose, but we have to recover quick and learn the lesson in order to move forward.

So the sentence that uses here is I know her loose and extend back up.

VA virtue is creativity.

And what I mean with creativity is be proactive, instead of reactive is taking what we have in front of us, in finding Solutions, instead of reacting to what to the first emotion.

We we feel at the very moment.

So being creative to find Solutions is another one.

And yeah, my sentence here is.

I look for solution.

I have to look for Solutions.

The nine virtue is responsibility.

my sentence here is a author of my life and I think that changes throughout life when kids are younger.

A lot of the things we have in order in your life, are decided by the parents or by the key figures, accompanying the child, but as we grow a little older.

I do.

I don't, I don't think we can escape being the author of her life.

If you want to achieve B, big things.

He has to be your dream.

He cannot be anybody else's dream because there is in Tennessee are very small moments of Truth, where you have to be responsible for your decisions.

You can blame it on anybody.

So being the author of your own life.

And being responsible for that is a huge one.

In the tent virtue is collaboration.

And what I mean here is having good relationships.

You need to have good relationships to your team of people.

Nobody can achieve big things alone.

We always need the strength of somebody else called your Fitness coach, your tennis coach, your manager, people around, you do your training Partners.

We have to Create good relationships relationships, player needs to be coachable.

So my sentence here is a listen with curiosity and talk with respect.

so, We covered then.

Let's look a little bit back recover, the vision, the awareness awareness and the self Mastery skills.

And now I have another Point Sierra inside of what I call the player that I call intelligences.

We know from research that a human being has has different types of intelligence.

Artistic intelligence intelligence and etc.

Etc.

I mean I don't I don't have them all in my head right now.

But what I mean by this is we have as a tennis player, we have the cognitive intelligence is how we think we have the emotional intelligence.

And it's been good dealing with your emotions with, with your feelings, with the things you feel.

But also, in for me.

This is a very unexplored arena is the intelligence of your mind.

They call it somatic intelligence.

Why is that showing so important? Let me look for a little.

Sentence that I have here.

That I think it reflects very well, what I mean by this.

Perception is always a mental interpretation of stimuli coming from the outside, or from within and that we capture through our sensory channels.

Therefore since a sensation is always previous to perception.

So if I Define that it in very simple terms, the body listens before the mine.

We feel it and then we process information through.

Or head because he senses the eyes to smell the skin with sense things first, and then we process and information.

So that is why I think a high performer needs to develop a very close connection to his own bodily.

Sensations.

We have to understand what our buddy is communicating to us.

Yeah, so that intelligence and there is one more more topic here and intelligence that I think is, it's important to know.

We have to understand who we are.

Strengths and weaknesses.

That is something I learned from my German Mentor that I don't see him here.

But we have one representative here in the group strengths and weaknesses from us, our fundamental in order to achieve success.

We have to know, where are we good at? And where are we less good and integrate everything in a hole that can function.

Well.

so, Dice.

To the intelligence.

And I think the new part here that we will tend to think about cognitive intelligence and emotional intelligence.

But we hardly ever think about the intelligence of the body and how we can get better at that.

So the second aspect of the framework, is the game in with the game.

I mean the strategy of the game.

So inside of the strategy of the game, we have techniques that need to be developed in order.

To develop a certain strategy to implementation of certain strategy.

So techniques are a means to do something.

They are not the centerpiece vases the mean to achieve.

I could have started you.

So once we understand are personal skills in terms of character body and emotions.

And then, Are personal strengths? In technical s execution, it could be stroked wise, movement wise or mental techniques.

We have to set them in our effective and efficient way.

So they work for us and not against us, we have to hear prioritize and see what we do well and create what I like to call a blueprint, an expression of who I am as a.

competitor.

And take any consideration again.

Who I am as a person as an athlete and on the As well.

So you put all that together.

And you try to find your best self.

Obviously, as a player is very difficult to get that done without some input from outside because it's very difficult to see ourselves.

Well.

I think.

Honesty is a huge virtue to have when it comes to high-performance.

We have to be able to hear the truth.

Say the truth and accept.

What in Who We Are? so, And then we come to the 3rd.

I mean that the strategy part is very big for us, tennis players and but I'm not going to go in detail about the game and strokes and strategy and exercise.

Because this is not the point of this wedding.

Are we going to jump to the outcomes? And here I see that we produced two kind of two kinds of outcomes 1rst results.

What results am I getting in? The external World on my winning? Am I getting faster, getting stronger? Am I winning tournaments? This is one aspect and some of them, they can be measured.

And it's important to measure what we can say, what we measure.

We can improve, but the second.

And most important for me are the qualitative results.

Is what experiences am I having? How is the quality? Of my experiences as a tennis player on a day-to-day basis.

and I'm going to go deeper into that because this is what I call the zone of genius and I'm going to make a little parenthesis year.

When I was around 23-24 years old.

I started to work with a psychologist after having had maybe 4 or 5 years of very poor competitive experiences.

I was hardly ever satisfied.

I was hardly ever closing the gap between what I thought I could and what I was actually doing.

And I feel that high performance is.

Trying to be the best we can.

And that is different from People to People.

Some people have more potential so they can express more potential.

Some others have a little less potential and they express.

But I feel when we express our totality of what we can, we are satisfied and happy so I said it to work with my psychologist.

And I, Quickly, it was like my last card.

On the table.

So I put a lot of emphasis on my training on the training of my mind and my emotions and I started to realize a few things that I want to share with you and B, b.

Christmas tree.

Becoming excellent.

Something is a practice is a process.

It's not something where she wants is something we have to keep on repeating.

So we have to create a habit of getting into the zone of Genius.

I call it a zone of Genius because he's a very creative Zone.

And once I learn how to do that.

I started to realize that I could expand my bounds.

What? I thought it was my limit in.

My limit, suddenly was not any more.

I discover a new layer on top of that limit, then it was a beautiful experience every time.

So Bear.

Three components that we have to get really good at and I mention already the real of the body.

Or in an English, they say this CC ology and when we speak about physiology, I don't only talk about speed strength coordination in that for me.

The body can express way more than that.

Nobody can express balance.

But also the ability to we have to connect to understand how we feel.

For example, many players, they do not steal their tension in the body.

They don't know when they're nervous.

They don't, they cannot read the q's.

And if you are as I said before, you can only manage that what you see, so if you don't see your attention, you cannot manage your attention.

So, the body is a key aspect here.

The next, the next one is in mind, the real of the mind.

And Or what they called psychology in inside of this real, we have language how we talk to ourselves.

And even if it never express it loud to the outer World, whatever we repeat in our minds, it tends to become a focus in our reality.

Then.

Memory and learning our experiences.

How much what happens can I remember? Can I use it to learn something? My fast learners.

This day students that I've heard that are fast Learners.

They also have the ability to focus deeply.

So when I ask questions, do you remember what happened in that situation? They still remember? The ones that don't, they struggle more with learning because experience has passed and attended.

So that's why I said at the very beginning, awareness is a centerpiece of this, a high-performance puzzle.

and then, We have the breast.

which, It's funny because we take it for granted, as we breathe.

Every moment.

We are alive.

We sing the breast.

Is just there.

But through the breath, we can control our emotions when a remote emotional state changes or breathing patterns changes as well.

I think the breath is the bridge between the mind and the body and the influence each other, the body influences, the mind in the mind influences.

The body is like a circle.

But the breath is always present.

Now in the present moment.

I mean we are breathing right now.

We're just not aware of that, but when you focus on your breath, You land in the present moment in high performance happens in the present moment.

So, this is what I call when you are able to.

To master this equation.

You can produce what I call your zone of Genius.

More or less at will.

You can do it as a conscious process.

Very often.

We see young kids that can get in the zone.

But once they start thinking, once they get older and start thinking, they lose that ability.

And they think it's something magical and what I learned through my own experience working with my psychologist experimenting on myself, is that there is no magic.

It's a process.

The zone of Genius is a process of teaching ourselves to be present in the moment without distraction in, in this state.

Negative emotions like anger or fear.

They're not to present so we don't we don't get distracted because we're in the present moment and we get distracted.

Always when it when we think about consequences or about bad past memories.

There is where we lose the focus on the present moment in the breast and your body and your thoughts are the two.

So you can use to always come back to the present moment in that is a practice and it takes some work to achieve that state of Missouri that you can jump into your Present moment, awareness.

So The outcome.

For me.

Of this equation.

Mind body.

And breath is a good internal experience.

When do you have a good external internal experience? You get closer to your best performance when you get closer to your best performance, you get closer to your goals? I wrote something, I hear about the.

breast that I'm Resonated with me so much.

I said it, if you control the breast, we control our emotions.

If we control our emotions, we control our body.

If we control our body, we control our actions.

If we control our actions, we control our life.

and, Actually, what we want to work on is most.

All the time.

On the things we can control.

There are always things that are out of our control in.

Those are the external results.

And it's kind of a paradox because the more you focus on what you do and let go of the result, the easier you going to get the results.

It reminds me of one of the One of the Gods of philosophy Apollo.

Apollo is an Archer.

Is a as a symbol she focuses on preparing as good as he can to throw the arrow, but once the arrow is flying, he lets go.

Let go of, the result is a preparation which could he will expect to hit the target.

And I think that is one thing that kill the mind of many, many high performance by performers.

And it's a fight that we think too much on the result and forget the process.

So, my question in the question that I ask myself is.

Does the zone of Genius produce the outcome, or is it the outcome itself? Know if the zone of Genius is the state of body mind.

The real goal of the game or is it the past to the goal of the game, which is winning.

I answer that question to myself.

Already.

In for me the zone of Genius, is it go? If you learn to do that you have achieved mastery.

And if you achieve Mastery, you are way closer to your goals.

So, like Aristotle is said, we are what we repeatedly do Excellence, then it's not an act but a habit.

I love that sentence.

Excellence is not an act.

It's a habit, is what we do on a consistent basis.

So, that was my presentation.

Thank you so much for being there.

And if you have questions, now, is the moment if you want to speak, your question is also fine.

You just have to unmute yourself.

So others can hear you.

I have a I think I have three questions already here.

Sorry, Daniel, Could you type that phrasing? Please, I will ask her.

I don't know which phrase you're talking about, but I will do it.

If you control the breath you control.

Your emotions.

Wait a second.

Okay, if you control your breath, you control your emotions, if you control your emotions, you control your body.

If you control your buddy, you control your actions, and if you control your actions, you control your life.

I have another question here from When you were talking about the mind and the inner voice, how can we improve the positive and optimism in our inner voice? Well, I think this is repetition is like.

Is creating a habit in.

We cannot not expect to have bad thoughts or bad emotions, they happen, but we have to be aware of that.

And in that moment, you have to go back to changing that inner voice replacing.

The inner voice that says, you know, when they say, when they talk about the word responsibility, what they

mean is the ability to respond.

The ability to respond.

So there's always an input and there is a little Gap there where we can be responsible for our response.

We have to get used to step into that space and not react, but be proactive, so you get a bedside.

Yes.

It happens.

And it happens to the best among us, but you still have the chance.

Once you see it to replace it.

I have been trying to do meditation for sometime.

I think it's a great way to practice your, your mind and your focus in one of the things they tell you, if don't expect to be all the time, Focus.

You going to lose your focus, but your job is.

Once you realize that, you lost your focus is Bring It Back.

And that is a good meditation.

You hold your your focus, or in this case that negative self-talk, you hold it and replace it and start a new one in every time it happens.

You do the same.

So, is practice, just creating a habit of doing that.

How can you control anxiety? Well, I think you know the answer, but I would say start with a breath.

The breast is the best place to start to control your emotion.

And also there we have to create habits, how often during the day.

Do we take a conscious depressed? How many people have said habit of just stopping for a moment? Can taking a deep breath? Well, as a player I did that between every point.

I created that have it.

I didn't I never started the next Point without having had a deep breath.

And all the other parts of my protocol.

so, yeah, I think to control anxiety.

Start with a breast and you can practice it outside as well.

Not only on the cord start practicing home so you can take it the next step to record and once you practicing are you going to see that is available for you under stress? Okay, any other.

comment or question? I don't see any written one here, unless I skip something.

and, If not.

Then.

I will say thank you so much for being here.

and for listening, And yeah, I tried to answer to yourself.

Also that same question.

What is the goal of the game for you? All right, everyone.

So, thank you so much.

Thank you for being here.

I was very excited to share this with you.

And talk to you soon.

By there.