

INTRODUCTION

It is understood that much of the game of golf is mental, not physical. When you approach the ball it is just lying there. It is not spinning, rolling, flying through the air or falling. Therefore, whatever curve, height or speed the ball exhibits it is a result of some action on your part. After you hit the ball you have time to either evaluate the shot, prepare for the next shot, or both, but the correct use of this time can improve your game as much as driving range practice. Research shows that those who understand themselves, their strengths and weaknesses, can relate that information to how they play the game of golf and thereby improve their game.

"Find your Natural playing Zone and learn how to stay there".
Golf Assessment "Natural vs Actual Golf Playing Style Analysis."
SportsPsych@GolfAssessment.com * 1.210.690.6376 * San Antonio, TX

YOUR GOLF CHARACTERISTICS

Based on your responses, the report has selected statements to provide a broad understanding of your golfing style. These statements identify the basic natural behavior that you bring to the course. Use the Golf Characteristics to gain a better understanding of your natural golfing style.

You are not a "charger." Your style of play is much more akin to that of Nicklaus than to Palmer. You like to play in a playing group but will sometimes go out and shoot 18 holes all by yourself. You like a consistent pace in your golf instruction, not too fast and not too slow. You win through hard work and persistence. You will doggedly practice a new technique over and over again until you get it right. If you had inconsistent results with a particular club you tend to shun that club. You are usually steady, easy going and relaxed. You are a consistent golfer who does not lose his temper.

You have a tendency to underplay "bad news," making others think you shot better than you did. You mentally map out your approach to the green on each hole while still on the tee. You may be reluctant to initiate new approaches to your golf game. You tend to keep doing what you have always done unless convinced to do otherwise by facts and logic. You tend to make decisions during a round of golf based on past experiences.

You may be seen as stubborn and resistant to major changes in your game. Most people see you as being considerate of others on the golf course and a modest person. You are not easily triggered or explosive, but you may conceal some grievances because you don't always state your feelings. You like a friendly, open style of communication.

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STYLE ANALYSIS™ GRAPHS

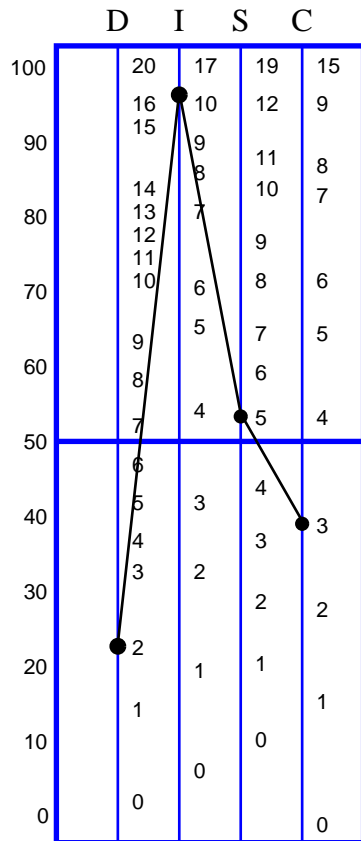
Actual-Graph I vs. Natural-Graph II

Jason Cohn

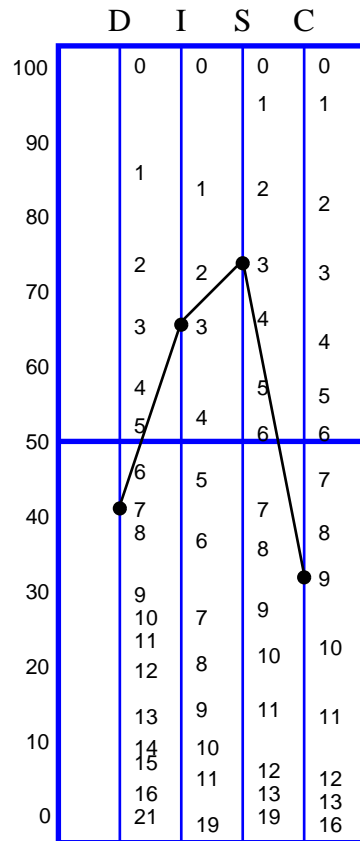
News 9 San Antonio/CNN

10-9-2003

Golf
Adapted Style
Graph I



Golf
Natural Style
Graph II



Score
%

2	11	5	3
24	96	54	40

7	3	3	9
42	66	74	33

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Style Analysis Graphs. If for any reason you do not agree with a characteristic statement about you, we recommend before deleting that you ask one or two people who know you very well, to see if they agree... just to check for any blind spot or denial in your thinking. If they agree with you, delete the statement. If however, they think you do exhibit this behavior at times, we recommend you examine your own understanding of this characteristic. On the graph page you will see two graphs. Graph I represents your style in response to the golf environment. Graph II is your basic or natural style when you are being your true self. Graph II represents what sports psychologists call "playing in the zone."

At the top of each graph you will see the four behavioral styles: D, I, S, and C.

D – Dominance/Driver, is how people respond to dealing with problems or problem solving. The natural emotion of dominance is anger.

I - Influencing/Persuader, is how people relate and influence other people. The natural emotions of influencing are optimism and trust.

S – Steadiness/Craftsman, reflects a person's pace, tempo, rhythm, and personal velocity. The natural emotion of steadiness is showing non-emotion.

C – Compliance/Analyst, reflects how a person follows rules and procedures or is detail oriented. The natural emotion of compliance is fear.

Review Section II "The Four Behavioral Styles – Identifying You" for a more complete description.

III. Review the High Points in your Graph I and Graph II. The high point in Graph I identifies your response to the environment...your Actual core playing style as a Core D, I, S, or C. **The high point in Graph II identifies** your basic style or your Natural core playing style as a Core D, I, S, or C. By comparing your basic style (**Graph II**) with the style you use in the golf environment (**Graph I**) you will see how each behavioral style is unique. Notice how the four plot points may shift from Graph II to Graph I.

IV. Review the shifts in the plot points between the two graphs. Your report will show any variation in the plot points between Graph II and Graph I. A 20% or more points shift in the D, I, S, or C plot point from Graph I or Graph II is considered significant, 20% to 10% point shift is considered a moderate shift and a shift of 10% or less is considered a minimum shift. While 20 or more percentage points indicate a strong tendency and should certainly be addressed, a lesser point shift should not be taken as insignificant. While shifts in the 15% to 8% points may be more difficult to discern, they can still effect your game if totally ignored.

V. Review section III, "What Does It Mean If My Plot Points Change... And What Can I Do About It." Look for a shift on any of your plot points in the Graphs.

Now! review the appropriate sections of this report corresponding to that shift. For example, if you see that your "C" plot point goes up in Graph I, review the section entitled, "If "C" Shifts Up." These pages will provide proven principles and insights to enhance your understanding of your behavioral tendencies during pre-game preparation or in-between shots.

Summary

By reviewing all four behaviors in both the basic (natural) and response to the environment (adapted style), a person can discover a fuller understanding of themselves. In addition, by playing golf in their natural style, a person will also enjoy a richer life experience called wholeness. Ultimately, it is by learning to live out of one's natural behavioral style each day, (which we define as a state of wholeness, your natural zone or flow) that long term consistency in golf and life will be experienced more often.

In addition to playing in your basic or natural behavioral style, a golfer also needs to have sound mechanical golf skills. The process to develop sound mechanical skills begins with correct knowledge. This is best accomplished by working with a golf professional that understands your behavioral styles and can assess your strengths and weaknesses as they relate to your mechanical skills.

It is important to learn your golf skills simultaneously with the behavioral principles we are sharing in this report. Do not wait until you have mastered your golf swing and its many variations of short game strokes.

Helping you to reach the highest level of learning called habit (automatic) is our goal. The level of habit or automatic cannot be achieved through the path of mechanics alone. Our suggestion is to continue learning and developing your golf skills while you are learning and developing a deeper understanding of the person playing the game. The mechanical process and the mental process are both unique. Give each process their due respect and you will see yourself and your game grow over time.

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SECTION I

Why You Need To Play Within Your Natural Style

Research has shown that when you play outside of your basic style you create three conditions, which can cause inconsistency in your game. The first is excess anxiety, the second is excess stress, and the third is a "locking up" of the immune system. **When these three conditions occur, a golfer is not playing golf from habit or automatic, but rather from the level of skill, which is a non-automatic or manual activity.**

A good example of a non-automatic behavior would be driving an automobile while trying to **think your way through the process of driving**. In golf, an example would be standing on the first tee **trying to remember all of the different items you were told by your instructor** while trying to make a golf swing.

The human brain simply cannot perform at its best when it has **"to think about how to do something"** when it has **"the ability to do things automatically,"** if habits are firmly in place. Unfortunately, most golfers do not know when they have created sound habits or when and how to let the automatic, subconscious mental process takes over. Without knowing this process, most golfers fatigue mentally and physically by or before the fourteenth hole...**leading to higher scores by the end of the round.**

However, when you play within your basic style, you are playing within your natural zone...the way nature intended. Once you can play within yourself (your natural style), you will find yourself being less anxious, more comfortable, and less prone to having disappointing rounds. Find your zone through your basic style and you will find what every golfer wants for his or her game...**The Winning Combination of Trust, Comfort, Confidence, and Consistency!**

Please Note: The "Golf Assessment™" Report has identified for you any shift (in your natural playing style versus your actual playing style) you might be experiencing. If you do not have a shift in your behavioral style - Congratulations - you are intuitively playing within your style or zone. However, from time to time, all golfers shift from their natural style, especially under moderate or extreme pressure. The more knowledge you have to consciously play within your natural style, the more empowered you will be to avoid temporary or possible long-term breakdowns in your game.

SECTION II

The Four Behavioral Styles - Identifying You

Brief History

The history behind the four behavioral styles can be traced back as far back as 444 B.C. Empodocles, who was the founder of the school of medicine in Sicily, stated that everything was made up of four "roots" or elements, namely, earth, air, fire, and water. These four elements can be combined in an infinite number of ways, just like a painter can create an infinite number of colors with the four primary colors.

Then, in 400 B.C., Hippocrates began to notice that people were affected by their climate and terrain (environment). Later, he identified four temperaments and associated them with the four fluids called sanguine, black bile, bile, and mucous. Each temperament had their own set of characteristics in addition to the environment in which they lived.

In the modern era, the psychologist, C.G. Jung, published *Psychological Types* in Germany, where he identified and defined four types by function: thinking, feeling, sensation, and intuition. In addition, he further divided these four types into two divisions called extrovert and introvert.

In 1928, based on Jung's research, William Moulton Marston published his book entitled *The Emotions of Normal People* in which he described his theory based on the four styles: Dominance, Inducement, Steadiness, and Compliance. He viewed that people responded to their environment either actively or passively, depending upon how they viewed their environment as either favorable or antagonistic.

In 1992, Carey Mumford, who has worked in the fields of mental health, ministry, and management consulting, developed his book called *The Double Connexion*. He was the first person to precisely describe the process on how to play within one's natural style and the "serious risk" a golfer faced by playing outside their natural style. In his book, he describes the four behavior styles as Driver (Dominance), Persuader (Influencer), Craftsman (Steadiness), and Analyst (Compliant).

Based on Mumford's research, style is a product of genetic composition, emotions, and environment. As Carey has indicated from his years in observing babies, the cry of the baby with a driver behavioral style is uniquely different from the persuader, craftsman, or analyst styles. It is his belief that the difference in quality, pitch, and persistence in

sound made by each baby's style must have a genetic basis, rather than through learning or environment.

Behavioral Style Is Not Personality

Personality consists of everything we are, including genetic programming, learning, emotions, personal velocity, and intelligence, thinking style, and environment. Behavioral style, according to Mumford and William Moulton Marston (1893 -1947), represents the core baseline within each of us.

To describe behavioral style, Mumford likes to use the example of a cake with frosting. Two people may be chocolate cakes, but each may have different frostings as their topping. In other words, the core is the same, but the frosting that contains all of the experiences from environment and learning are very different. Your "Golf Assessment™" Report, therefore, is an indicator of your behavioral style in its environment (Graph I) and basic style (Graph II), and is not an indicator of your personality style or type.

The Four Styles Related to Golf

Based on Mumford's research the following characteristics show how each behavior style is different and unique. It must also be noted that there is no "best style" to play golf in, and it is up to the golfer to practice or play golf within their natural or basic style in order to avoid anxiety, stress, and serious risk in "bending" the "original" out of shape. The following characteristics are paraphrased from Carey's Mumford's book, *The Double Connexion*. Compare each graph point in your Graph I & Graph II. Determine if there has been a change in your D, I, S, or C plot points. If so, how many percentage points? 20% or more, between 20% and 10% or less than 10%? The highest point indicates your core style.

The (D) "Driver" (Also defined as Dominance, relates to how you approach and respond to golf problems)

The higher the (D) plot point on the graph, individuals tend to be more blunt, direct, and urgent towards everything: people, tasks, situations, purposes, organizations, and activities. These are the people who gave us "Just Do It" and "No Fear." They like, want and think big. They look for products that promise a competitive edge. Tour professionals who fall into the driver category are Jack Nicklaus and Craig Stadler. Drivers do not tend to listen well and can be heavy handed. They are extroverted, love

competition, and do not like to wait on others. They do not like to practice and prefer to play and learn golf on the course. However, they do like to beat balls at the range.

Before a round they will be found trying to find "something" that will work today. On the course they scowl while they play. They grip it and rip. They are goal oriented, almost to the exclusion of process. Drivers invented the automatic press, and they can be heard saying words like "It's not how, its how many."

Drivers are bottom line oriented and are apt to talk to themselves rather than those around them. They know the rules of golf, but are often oblivious to them, occasionally even ignoring them.

The style of swing technique they use has been described as a "hitter." A hitter is a person who uses their muscular advantage to hit the ball primarily with the right forearm.

The (I) "Persuader" (Also defined as Influencer, relates to how you interact with and influence others)

The higher the (I) plot point on the graph, the Persuader is more vibrant, emotional, and talkative...and is more into promoting things, people, ideas, causes, and themselves than in taking action. They are attentive to others, seeking mutual appreciation, and like to entertain with charm and wit. Examples of tour professionals who reflect the persuader style are: Arnold Palmer, Lee Trevino, Greg Norman, and Fuzzy Zoeller.

Persuaders are color coordinated to fit the occasion and may be the first to the party and the last to leave. They love the "sizzle of life." They keep in touch with everybody. They tend to be extroverted, warm, and approachable.

In golf, Persuaders are the only ones that appear to be the games only true feel players. The flair to their swinging is noticeable and can play all over the course - and sometimes off the world. Club selections and distances are made intuitively, and they play with great passion and emotion. They can forget it's their turn to play since they are generally busily gabbing with those around them.

They are happy-go-lucky and have fun playing, even when their emotional outbursts suggest otherwise. They tend to be colorful, from their clothes to their swings. The Persuader tends to alternate between two styles of swing techniques: Ripping and

swinging...and because of this, they play army golf from the left and right sides of the course.

Persuaders like competition, but usually it is between themselves and their opponents; paying more attention on whatever it takes to win, than to par the course.

The (S) "Craftsman" (Also defined as Steadiness, relates to how you respond to change, variation, and pace within your environment)

The higher the "S" plot point on the graph the more the Craftsman is "laid back," rhythmic, into routines, and tenacious. They are agreeable and cooperative. They are introverted, yet people oriented, showing a balance between people and tasks, approaching both harmoniously. Craftsmen take mutual respect very seriously. They value a secure future, stability, and consistency. Many times they can appear to hesitate with choices and decisions, but once committed, they follow through at their own pace. They are slow to anger, but slow to forgive. Professional golfers who fit the craftsman style are: Larry Mize, Payne Stewart, Nick Faldo, and Sam Snead.

Craftsmen are normally swingers of the club, as opposed to drivers who "drive the club down the line with their right arm." Innately, they have the most natural rhythm in the game and command attention for their "sweet" swings. When they are comfortable, their smooth consistency is noticeable, sometimes even remarkable.

Craftsmen can shoot "lights out" and it will look "ho-hum" making them appear non-competitive, which is not the case. They appear to approach the game a bit on the tentative side, relying on shots that fit the situation, usually the ones they have practiced most. They don't like to risk something they haven't done before.

Craftsmen are more into working the ball than in controlling the club. In trouble, they keep to playing the safest shots possible and have a tendency to leave the ball short.

Their pre-shot routine is designed for comfort and they play at a steady, unhurried pace, occasionally making them targets of the fast play buffs. They are even-tempered and play the game comprehensively, rather than by a step-by-step approach. They are the game's historians, having more interest in tradition than in innovation. Patience is what they are known by in golf and in life.

The (C) "Analyzer" (Also defined as Compliant, relates to how you respond to the rules and procedures of golf and those set by others and to authority)

The higher the (C) plot point on the graph, the more Analyzers are careful, accurate, and exacting. They pay close attention to every detail. They double-check everything before they go ahead with a decision. They use a step-by-step approach to learning and can appear to be slow to the point of being picky. The professional golfers who fit the analyzer style of behavior are: Ben Hogan and David Leadbetter.

Analyzers are loyal to the core and will follow and totally commit to firm, effective leadership. They are principled, methodical, and rule-conscious, having a strong sense of right and wrong. Change is not one of their strong suits and can appear rigid in defense of their position. They are more task than people oriented, tend to dislike risk, and are introverted. They are reserved, non-emotional, but orderly and dependable.

As golfers, Analyzers strike at the ball rather than swing or hit. They are stoically intense and studious as they play. They study everything in the game, look for the best from each source and put it all together. Not wanting to miss anything, they tend to be slow in making up their minds, resulting in their tendency toward deliberate (and slow) play.

Typically, Analyzers have the longest checklist on the course and the most definitive pre-shot routine. They are intense during play, unresponsive, and maintain a well-defined distance from others on the course, gallery members, in particular.

They play the safest shots available, take the fewest chances, and review their mistakes rather than their successes. They are into mechanics, perfect execution, and accuracy. They seek to strike it correctly, by the book, and they control the club and bend the course to suit their games.

Under pressure they may balk and are most liable to develop the yips. They are not as slow to anger as a Craftsman, but they are more inclined to show it, sometimes quite bitterly. They are the fastest learners of the game, especially when they are convinced they are right. Happily they learn the game best in the way it is most taught – step-by-step.

SECTION III

What Does It Mean If My Plot Points Change from Graph II (Natural/Basic) to Graph I (Response to the Environment)?

...And What Can I Do About It?

A change in your plot points is a reflection that you are adapting your natural style to a style that you perceive will help you to be successful or survive in the environment. As we mentioned earlier, when this happens, you are placing your mind and body into an overloaded or stressed situation. Another example of what this means is:

Imagine you are using a lap top computer. There are two ways to use it. You can use either the battery pack as its power source, or you can be "plugged in" to the wall. When you adapt yourself over an extended period of time, you are using the battery pack. However, if you play golf within your natural style, you are now playing without the stress and anxiety beyond its normal range. Therefore, you are "plugged in" to an energy source which will, in fact, energize you rather than deplete you. The result is: you feel comfortable, in-sync, in the flow, and in your zone. You experience less anxiety and less stress. Performance, as a result, will be enhanced because you are playing golf on automatic or at the level of habit.

Here is an exercise to help you directly experience the "plugged in", natural self as described in Graph II. Write your name as if you were signing a check or letter. Notice how long it took you.

Did you feel the flow? Was it effortless? Was there any conscious thought? (This is the experience of Graph II, your natural style.)

Now write your name again. This time trace your name over your first writing. Make sure you trace your name as perfectly as possible. Notice how much longer it took you to trace your name compared to writing it? Did you feel a loss of flow, rhythm, maybe even confidence? (This is the experience of Graph I, your adapted style.)

Research (conducted by Cary Mumford) based on a study of over 25,000 golfers, including top-level tour professionals, showed that only 2% play golf on automatic or at the level of habit. The 2% who did play at the level of habit, did so without being consciously aware of it. This means that 98% of all golfers are adapting their natural style to an adapted style.

Now! review your Graph I and II again. If you have any shift from Graph II to Graph I, turn to the Section that relates to your shift. By doing so, you can learn what to do about it.

If (D) Dominance goes down in Graph I compared to Graph II

The following is typical behavior when there is a downward shift in the "D." Review each very carefully to determine which ones are relative to your game. Then you can begin to address them individually.

1. You need to set goals that will motivate you.

Finding your flow means to have a balance between challenge and skills. In the final analysis, golf is not just about beating your opponent, it is a game to teach you about YOU.

- * How are you going to respond to the problems you face on the course, whether it be the course of golf or the course of life?

Remember, golf is not a side line game, it is going to involve the entire you... mentally, emotionally, physically, and even spiritually. If you do not set goals that are a big enough stretch, your skills and habits may stagnate and you will probably lose interest or grow bored in the game.

Keep setting your goals higher as you increase your skills and you will find that your fun and enjoyment will increase without the mindset that focuses only on "beat the opponent."

2. You may be having trouble figuring out how to solve a particular problem on the course.

You may be asking questions like; how do I hit this shot over the tree? How do I hit a low-ball trajectory punch shot with the pin at the back of the green? How do I hit this downhill bunker shot?

If you are asking yourself "how do I do this" or "why did I do that" type questions on the course, you need to see a trained teaching professional who can help you get the answers you need. The golf course is not the place to be learning your basic mechanics and shot making skills. The classroom and practice range is the place to be. To quote Shakespeare: Get thee to the lesson tee!

3. You may want to spend quality time in nature by yourself or with a few good friends. Scoring is secondary.

If this is the case great; but to stay in your natural or basic style, play a "game within yourself" to keep yourself motivated with a challenge. Too little motivation and passivity will also take you out of your zone. Use this time to stay purpose oriented, while you apply some of the shots you have been working on at the range. In this type of environment, you can take some risks without the fear or anxiety you might experience if the "big game" is on the line.

Here are some suggested exercises for you to consider using to help you stay or move into your natural playing ZONE when you are experiencing any of the behaviors stated above.

? Take personal responsibility for your game and be decisive about your club and target selection VS wavering back and forth.

? Put yourself in position to be in control of your environment.

? You drive the golf cart.

? You announce who has tee-box honors or whose turn it is to hit.

? Write down on you score card your ambitious yet realistic score, for the day, for the front and back nine before you begin your round.

? Place a friendly challenge with one or more people in your foursome.

? During your pre-shot routine, either visualize your shot (if your primary learning style is visual), give yourself a positive auditory command, and/or use a precise practice/programming stroke during your pre-shot routine.

? Challenge yourself so there is a stretch of your skills; i.e. if you have the skill, select a low ball or high ball trajectory depending on pin placement. Select a draw or fade based on the shape of the fairway or pin placement.

? Boredom or loss of interest means too little challenge. Take it up a notch.

Note: Avoid conservative, hesitant, unsure, cautious behavior.

AWARENESS: While anger is a natural emotion for you staying angry for more than it takes you to make the next shot is not in your best interest.

If (I) Influencing goes up in Graph I compared to Graph II

The following is typical behavior when there is an upward shift in the "I." Review each one carefully to determine which ones are relative to your game. Then you can begin to address them individually.

- 1. You may be focused more on the social experience than the tasks of the game at hand... like when your golf buddies keep reminding you, "its your turn" or "get your head into the game."**

If you observe Lee Trevino, you will see that he is highly social with the gallery prior to his pre-shot routine, but goes into his "bubble" and is all business when he enters pre-shot through shot execution. Once the shot is off, he returns once again to his natural talkative self.

Develop and know your routine. Most tour players take between 25 and 40 seconds from the time they stand behind the ball to the time they execute the shot. Stay focused on your 25 - 40 second routine until you have hit your shot, then go back to having a fun experience with your friends. However, not everybody likes highly talkative playing partners. Find out who they are and be respectful of the game they want to play. Each person experiences fun and enjoyment in their own way. For some, solitude is bliss.

- 2. You are becoming more emotional and reactive to each shot you hit or score which surprises you like an eagle or birdie.**

Your emotional reactions are an indication of higher expectations. Since you are optimistic and trusting in your natural state, make sure that you do not inflate these qualities. Higher expectations can lead to disappointment, causing you to lose trust in your abilities. Stay emotionally neutral as much as possible. But don't forget to put positive emotion into your good shots. Celebrate them and move on to the next shot by returning to your 25 - 40 second routine. This is called exercising the law of detachment.

Thoughts, emotions, sensations, and feelings are all impermanent states of being. If you attach to these non-permanent aspects of your experience too long, you will be focused in the past, rather than in the present. The tendency by most golfers is to try to make the pleasurable experience happen again, which now attaches the mind to the future. Make sure that when you enter into your pre-shot routine that you have

let go of the excitement and celebration of the previous shot. If you are having trouble-
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letting go, simply says the words CLEAR, CLEAR out loud, and follow this announcement with two or three nasal breaths. These two exercises should help bring you back to the present moment. See it, enjoy it.

3. You hit two or three great shots in a row. Your enthusiasm and pride builds and you begin to feel like no one can beat you today.

Stay humble, grateful, and thankful. Like the previous question and answer, these feelings are all a part of the passing show. Let them pass. We have all had experiences when we have hit a few great shots and we responded by inflating our ego, only to hit the next shot poorly. Then suddenly, we become angry or depressed. If you ride the roller coaster of the emotions, you are not going to stay in your Zone or Flow. Stay focused in the present as you move from shot to shot. Use the 19th hole as the place to review and celebrate your great shots with your friends.

Here are some suggested exercises for you to consider using to help you stay or move into your natural playing ZONE when you are experiencing any of the behaviors stated above.

? Focus on yourself, your game, course design or natural surroundings VS people and social activity.

? Find time to be alone.

? Walk by yourself to the next shot or shots.

? Breathe through your nose both for in-breathe and out-breathe to regain your natural pace and level of optimism.

? Take a moment to smile and give thanks for experiencing such an enjoyable moment/golf shot/day.

Note: Avoid effusive, superficial, demonstrative, political correctness behavior.

AWARENESS: Extended periods, more than one or two minutes, of high charged emotion (positive or negative) will tend to take you out of your natural playing ZONE.

If (S) Steadiness goes down in Graph I compared to Graph II

The following is typical behavior when there is a downward shift in the "S." Review each one carefully to determine which ones are relative to your game. Then you can begin to address them individually.

1. Your pace is increasing and you begin to rush your routines and shot making.

You can find your natural pace by using nasal breathing. Focus on your breath. Inhale and exhale deeply through your nose only. Focus your eyes directly ahead of you by no more than six feet as you walk to your next shot. This will keep you relaxed and in the present moment. Walking and breathing should be a natural flow of giving and receiving. You breathe in oxygen to energize the blood and your cells, you breathe out tension and anxiety.

By focusing on your nasal breathing you can control not only your body, but your nervous system and brain wave function as well.

Research has shown that when we are too mentally active we create a brain wave pattern called beta. This beta pattern occurs when we are analyzing or problem solving, or even listening to certain kinds of music which agitate the mind.

When beta function is too agitated, we begin to feel out of sync and stressed. When we experience "paralysis by analysis" on the course, our conscious brain is working overtime trying to respond to the environment. This adapting will cause many golfers to experience mental and physical fatigue before the end of the round.

A second brain wave pattern called alpha occurs when we are in a state that combines mental alertness with bodily relaxation. It has been shown that many people who practice meditation achieve this state of being. The meditative state helps to blend the mind/body system by keeping it in its natural flow, zone, and pace.

2. By increasing your pace you begin to express more outward signs of emotion, especially after you hit a series of poor shots. Or, you hit a great shot and you find your ball in a hazard you didn't know existed on the course layout map.

If you feel emotion, then by all means experience it, don't suppress it or ignore it. Funny thing about emotions, they tend to pop up at the strangest times, especially when you are under greater stress.

The best thing is to momentarily acknowledge the emotion, honor it, befriend it, love it, and then let it go. This principle is called the Law of Detachment.

In applying this law we learn to let go of our thoughts, emotions, and sensations as they arise. Then we let them go like clouds floating across the sky. We do this because we know they are a part of the passing show of life and are not a permanent part of our state of being.

There is an old Zen story about two monks. As they were walking along a road, they came upon a stream and a beautiful young girl. The older monk asked the girl if she would like some assistance on getting across the stream. The girl said she did. The older monk placed her on his shoulders and carted her across the stream, after which he set her down. After a mile or so, the younger monk stopped, and with great anger in his face said: "Why did you carry that girl across the stream? You know that our society does not approve of our contact with women, and not only have you broken this vow but you actually carried her across the stream on your back. What do you have to say for yourself?" The old monk responded by saying, "Young monk, I let go of that girl at the other side of the stream, why are you still carrying her on your back?"

On shots that do not please you, remain neutral, if this is your nature. Don't judge the result. Learn to accept it and move on to the next shot by following your 25 - 35 second routine and process. A few nasal breaths will also cleanse the mind and relax the body.

When we learn to stop our judging on the course, we can return to our natural state. Our emotional state, like our thoughts, will pass like clouds in the sky, if we don't mentally or emotionally attach to them. Becoming too serious or showing too much emotion, either positive or negative, takes us out of our state of flow.

Here are some suggested exercises for you to consider using to help you stay or move into your natural playing ZONE when you are experiencing any of the behaviors stated above.

? Arrive to the course at least 45 minutes ahead of your tee time to allow yourself to unwind from your drive.

? Focus on yourself intently.

? Setup your game plan before you start a round or at least before you approach the next hole.

? Establish the conditions: you will hit a long iron, 3 wood VS a driver - a chip shot VS a lob.

? Predetermine what club you will hit at specific yardage (example 185yds, 150yds, 90yds etc.)

? Carry your own score card, even if someone else is keeping score, so you will know where you are in relation to your game plan without asking others (refer to it often.)
Your strengths are resisting change, being relaxed and non-demonstrative.

? Resist changing your plan.

? Refrain from making or accepting challenges or entering into gamesmanship which might create emotional stress.

Note: Avoid active, restless, demonstrative, impatient behavior.

AWARENESS: Emotion is not your natural friend when playing.

If (C) Compliance goes up in Graph I compared to Graph II

The following is typical behavior when there is an upward shift in the "C." Review each one carefully to determine which ones are relative to your game. Then you can begin to address them individually.

1. You are trying to be too perfect, too precise, and exact.

This is a red flag that the conscious mind is in control when playing. If the conscious mind is "leading the parade" when the subconscious mind should be performing the task at hand, you are adapting and not in your natural style.

However, when you are in a skill building or training mode, it is proper to use the conscious mind. It is also important to be as accurate as possible without judging your progress in a way that will create mistrust, doubt, or guilt. You will need to first think about the "how" and "what" of doing before you can attempt to do it consistently. So it is important to think about the new information and drill the new skill often through short training sessions (5 - 10 minutes at a time.) But as you memorize and build your new skill, also remember what Ken Blanchard, author of *Playing the Great Game of Golf*, has said, "Anything worth doing does not have to be done perfectly at first."

On the other hand, if you are playing your round, you need to remember that the conscious mind is used for pre-shot routine only (where do I want to hit the shot and what kind of shot do I want to hit?) Then it turns the process over to the subconscious for execution. If the conscious mind or adapted self is performing the shot, your battery supply is wearing down on the lap top computer and your scores will be more inconsistent.

2. You are experiencing greater fear and less trust on the course.

When compliance goes up, the emotion that follows is FEAR. Can confidence follow a fear based mental state? No! Confidence can only follow a Trust based mental state. Therefore, the deeper question is, how can you find confidence when you are fearful? You can't.

The process for returning to a trust-based mindset is by first acknowledging that when you are fearful you are fear itself. You must then make a conscious decision that you are going to trust your process, your skill base, and the decisions you make.

Secondly, make a commitment to trust the inner workings of your body to do its job naturally. If you had trust when you trained your skills, then you can trust that the skills are habit to some extent. The habit may be more or less mature, but the more you practice the drills that take you from skills to habits, the easier it will be to trust your inner self more often.

A friend once said: "Seek wisdom, knowledge will follow." As wisdom represents the eighth stage of full human maturity and development (according to Erik Erikson), golfers should focus on maintaining a mindset and behavior which supports wholeness and integrity. This should be a high priority along with enjoyment when playing the game.

Here are some suggested exercises for you to consider using to help you stay or move into your natural playing ZONE when you are experiencing any of the behaviors stated above.

? Focus on being accurate VS exacting.

? Being tactful VS cautious.

? Carry your own score card, keep only your own score and study course layout, carefully walk off yardage even if you are beginner.

? If worry or cautiousness enter into club or targets selection (beware) rely on balanced (fearless) accurate judgement. Keep returning to trust.

Note: Avoid evasive, worrisome, dependent behavior.

AWARENESS: Fear is not your natural emotion.

Final Thoughts:

The advice and principles shared in this report are based on our research and study of behavioral styles and human development. They are by no means the final word on the subject. To integrate these ideas into your own behavior, beliefs, and values, it is important that you test them for yourself before you judge them. It will take you only a few attempts to begin to understand your natural playing style, know when you are in the “Zone” or “Flow,” and recognize the benefits of consistently playing at your skill level..... lowering your total score using a lot less energy while playing on automatic.

New habits take time to develop and perhaps weeks or months or two to fully train these principles into your mindset. They do not become a permanent part of your subconscious until you understand them and train them to where they become new skills and eventually new habits. Treat these ideas like a newborn baby. Be patient and give them time to grow. After all, we even give babies up to 14 - 18 months or more to gain full strength in their ability to walk. Be a good parent to yourself and watch yourself grow in your game.

Enjoy the Journey,

Mickey Holmes, CME, CBA
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