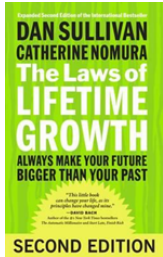




Law # 6 – Make Your Enjoyment Bigger Than Your Effort



In the book *The Laws of Life Time Growth* the author Dan Sullivan hits on some key attitude shaping ideas that we can all learn from to improve our approach to life's challenges and even mundane moments. He says, if you put fun in all you do you will not only get through it easier, but you will improve your results. Dan tells a story of a family that made a game out of after dinner clean up. The goal was to have everything from dinner cleaned up and the room returned to pre-meal condition in 15 minutes. One child started the music, another cleared the table, dad scraped the plates, mom loaded the dishwasher and so it went. It had rhythm, beat and sometimes a sing along, but it was always done in 15 minutes. That's how you turn drudgery into fun.

Over the holidays, I was helping my son at his business, a family entertainment center. At the end of the night, the entire staff chips in on the clean-up. Feeling tired, I asked him why he didn't wait until the morning to clean up when everyone was fresher and less tired. Three words he said, "Too Much Fun!" He handed me a scrap of paper with a list of jobs, wipe down benches, sweep red floor, vacuum arcade, clean men's room and so on. Each had a name next to it of one of the staff. I was assigned to vacuum. Last item on the list said, Sing Lead – Spencer. Well, the last customer left at closing time 9:00 PM. Standing around the counter the staff stared at each other as I wondered what was going to motivate them to clean the place up.

What happened next took me back to one of my favorite episodes of *Cheers*. In relative quiet, I saw Annie start by tapping her hand on the counter, and then Dan clapped. Again, lead by Annie.

Tap tap – Clap, tap tap, Clap, tap tap Clap each time it got a little louder and more people joined in. Chris was the first one to speak as he started. Weeeee will, we will ROCK YOU!

Then it repeated, and everyone joined in four or five times singing We will, we will ROCK YOU! We will, we will ROCK YOU, and then Spencer let it out



Buddy you're a boy make a big noise
Playin' in the street gonna be a big man some day
You got mud on yo' face
You big disgrace
Kickin' your can all over the place
Singin'

We will, we will... Rock You.

With that everyone picked up their mops, brooms, vacuums and started out cleaning as the night's play list kicked in with the likes of *Eye of the Tiger* & *Summer Lovin*. It was amazing how quickly everything got done and

how everyone pitched in. If I didn't know better, I'd swear they were all still dancing when they left the building at 9:30. They turned drudgery into fun.

They made their enjoyment bigger than their effort. I learned a little about motivation. A little fun goes further than punishments or rewards.

I've been speaking for years about Gym Care and equipment maintenance and I'm often confronted with club owners telling me what a challenge it is to get everyone to even clean up the gym at the end of the night. When I walk in many gyms during the morning, I often catch the club owner vacuuming the floor, wiping down mats, or cleaning the bathrooms. It has to be done, and its on the owner to see that the gym is clean and safe. Perhaps the way we present cleaning and maintenance to our staff, we are positioning it as drudgery.



Jimmy, I really need you to stay and clean up the waiting room after your last class. Or Tammy would you com in a little early and give the girls locker room a once over? We put all of these tasks in a category of punishment. How often do we make the least productive staff member handle the cleaning task.

Sometimes something as simple as music can change the attitude. How can you make it fun, make it a game, make it a group collaboration? Turn maintenance Monday into a sing along. My son also taught me the value of a walk up song to get your head on straight. Certainly every baseball fan in New York will know when they hear Enter Sandman, that Mariano Rivera is about to stroll to the mound to do his job. At that moment, 50,000 people in Yankee stadium would clean the stadium if you asked them to.



Make it a fun job!

Steve

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