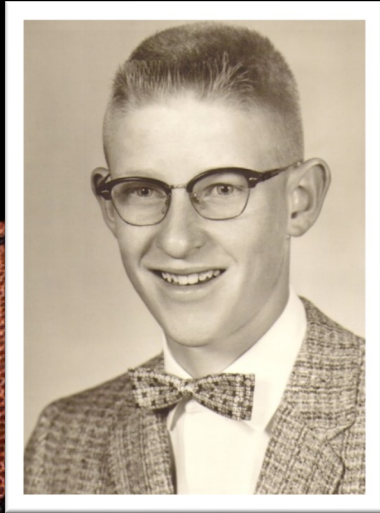


# PRESENTER – Gary Montel



C.S.B.O.A.



Gary Montel

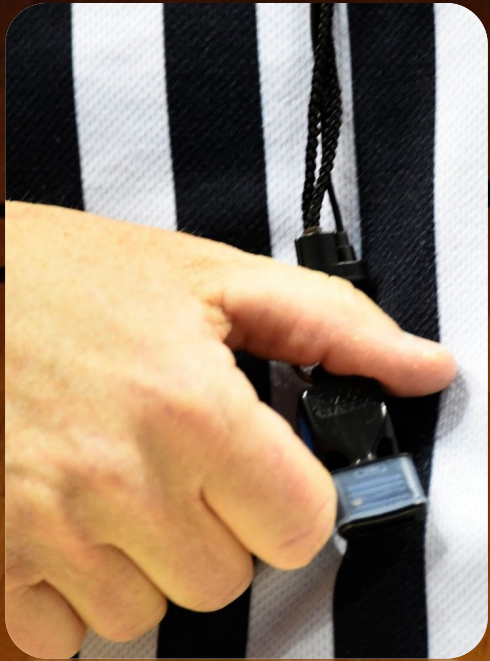


# AGENDA/GOALS/INTERACTIVE

- CAPTIONS –
- To “INFLUENCE” your Journey
- To Laugh/Think/Stir our Emotions
- Are you a “Good Partner”?
- Ingredients and Officiating Lessons
- “COMMUNICATION/5 P’S/IT FACTORS



# A "WHISTLE" and a "BALL"





**CAPTIONS ???**

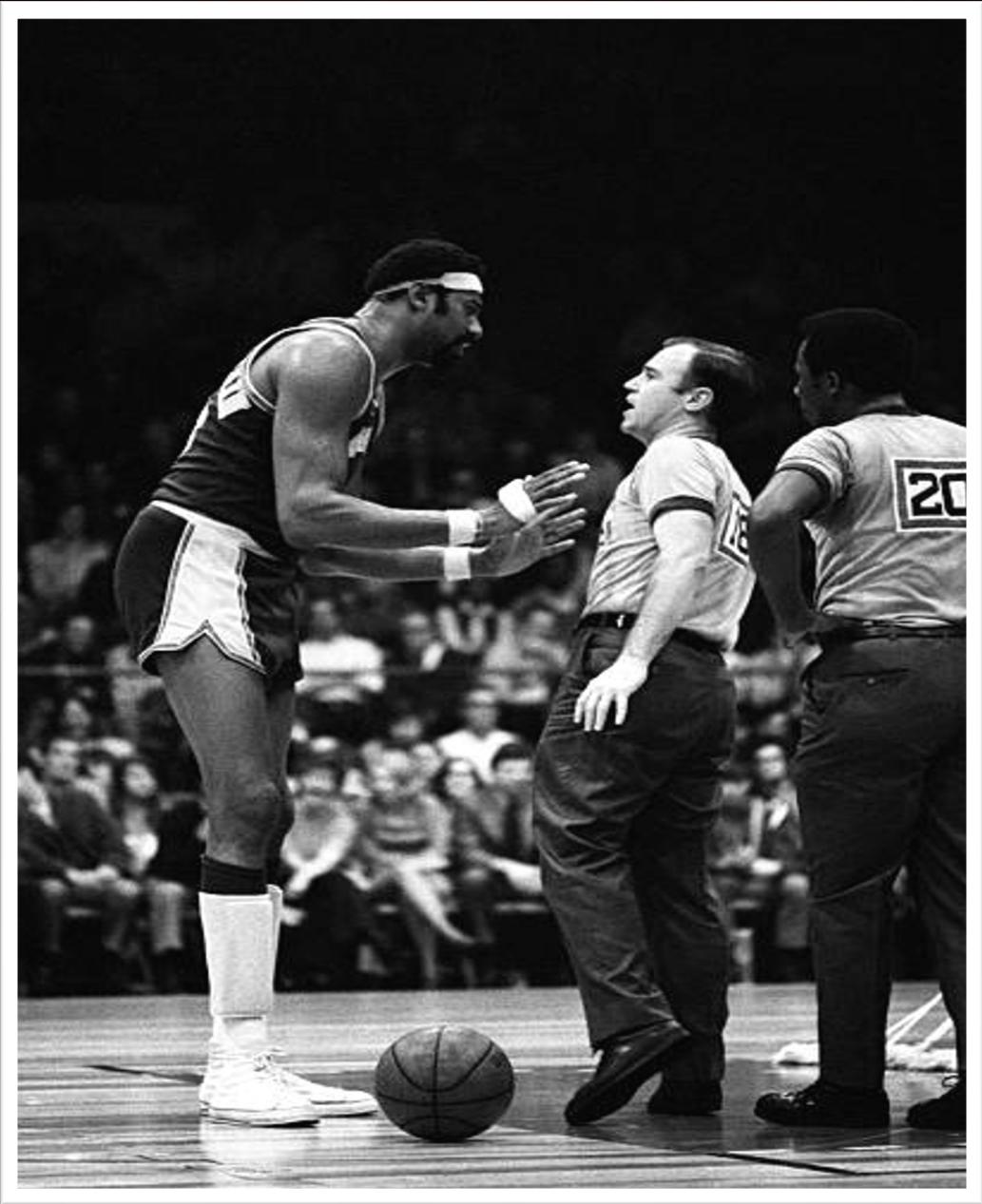
**“can I get back up at my age”**



**“I told that coach to  
get back”**







**What team did  
this player play  
for in his senior  
year of College?**



# Rodger Ayers

Belief System =

Great Work Ethic

Run the floor

Impeccable Signals

Communication

Diffuser/Watches Tape

“be better tomorrow”





## **ASSIGNERS:**

**Do we keep our availability up to date?**

**Do we accept or decline games quickly?**

**Are we honest with our Assigners?**

**Do we say THANK YOU – personal phone calls –  
Texts - Emails**







# **What does it take to be a GOOD PARTNER**

**A mastery of Rules Based Knowledge**

**A Thorough Understanding of Mechanics**

**Great Signals**

**Physical Fitness**

**Speed to keep up with players**

**Excellent Communication**



## **“GOOD PARTNERS”**

**Posses all the assets of previous slide -**

**They manage major MOMENTS:**

**You get some obscure situations that come up, and did the officials “handle it properly”?**

**End of the game, a crucial call, did we get it “right”?**



**Do you show good leadership?**

**POSTGAME: Do we talk openly and honestly  
about some tough rulings we had? NO CELL PHONES**

**Do we give honest answers to what we saw?**

**Do we take honest feedback from senior  
officials when warranted?**



# INGREDIENTS

- INTEGRITY – PREPARATION – CONFIDENCE – RESILIENT
- FAILURE – ENTHUSIASM – COMPROMISE – CHARACTER
- PERSEVERANCE – GROWTH – DISCIPLINE – FOCUS
- POISE – COURAGE – GRATITUDE – RESPECT –
- WISDOM – HUMILITY – COMMITMENT – GOALS
- TRUST – PATIENCE – ADAPTABILITY – BALANCE
- ACCOUNTABILITY – OPPORTUNITY – ENERGY – KNOWLEDGE
- FITNESS – POSITIVE – PASSION – DEMEANOR



**ARE YOU A  
GOOD PARTNER?**

















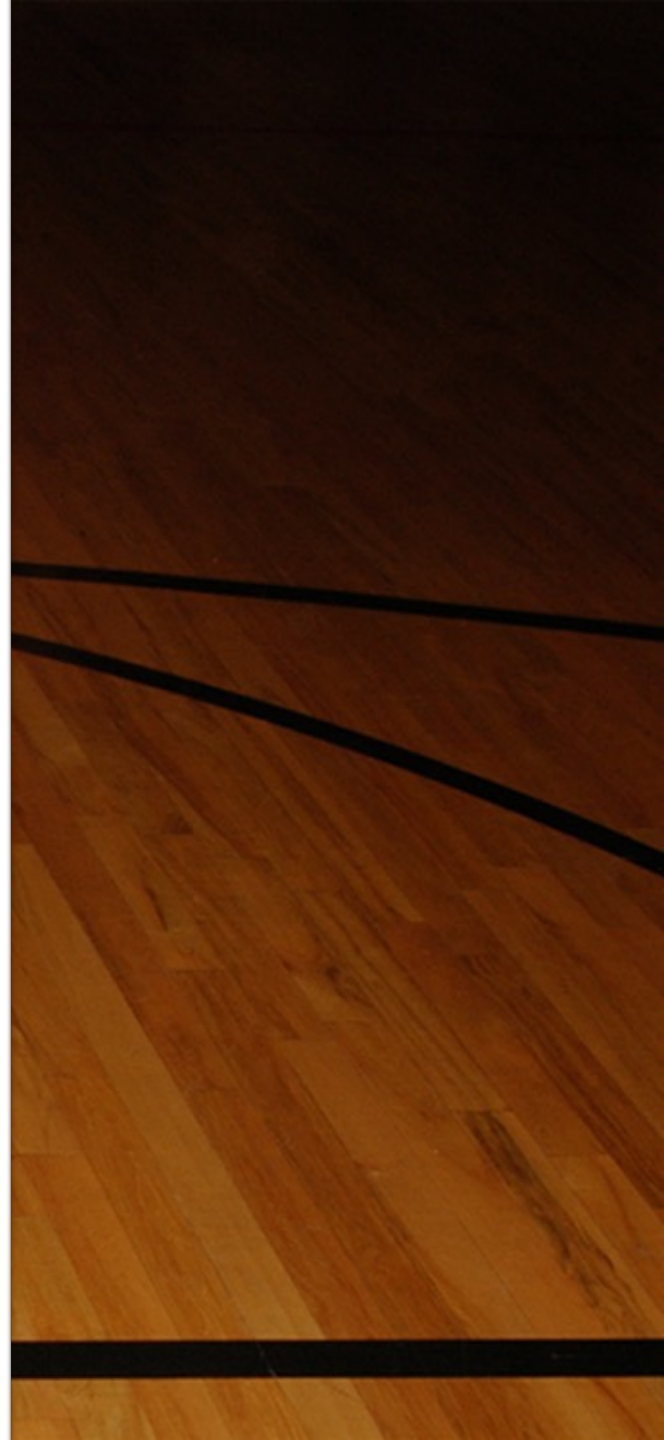


















































# The 5 P's of "OFFICIATING"

- **POISE** = "ASSURANCE and COMPOSURE"
- **PRESENCE** = being in tune with the inner game
- **POSITION** = Right place/time/look/decision
- **PRESENTATION** = Performance (we are actors)
- **PATIENCE** = make them change our minds



**POISE** – acting like  
as if I have been there  
before.

**CONFIDENT**  
**CALM**  
**UNHURRIED**





# **PRESENCE**

- **Know whats happening in the moment.**
- **Officiating in a vacuum**
- **Knowing what everyone around you is doing.**
- **The hardest to learn**



# POSITIONING

- Energy/Enthusiasm/Effort
- Work/Hustle/Speed
- Angles/Open Looks/Timing/
- Width/Cushion/Stillness



# **PATIENCE**

- **Last millisecond decision**
- **If you think you need air in the whistle then BLOW the WHISTLE**
- **Anticipate the play not the foul**



# **PRESENTATION**

- **Make your audience believe.**
  - **Style/Confident/Smooth**
  - **Athletic/Fluent**
- Sell your Act**



# STYLE









# REMEMBER WHERE YOU CAME FROM



gettyim  
Greg Nelson



# **the “IT” FACTORS of a “GREAT” OFFICIAL**

- **DECISION ACCURACY**
- **GAME MANAGEMENT**
- **FLOOR MECHANICS**
- **RULES KNOWLEDGE**
- **DEMEANOR**



# COMMUNICATION

Listen

Respond

Ignore

Warn

TCB – (Take Care of  
Business)



# COMMUNICATION

- Listen before responding
- Stay calm with coaches
- Enforce Boundaries
- Show respect for both coaches
- Explain using referee language
- Technicals usually call themselves



# POSSIBLE RESPONSES TO COACH

I hear you.”

“We’ll watch for that. ”

“He/she had a good look at that play.”

“Didn’t see it that way, Coach.”

“I will listen to you, but you need to get back in the coaches box.”



**“BE ANTICIPATORY FOR THE UNORDINARY”**



gettyimages®  
YURI CORTEZ

487832324



# SOMETIMES DEMOS ARE GOOD





# “ALWAYS” “ALWALYS” LEND AN EAR





# LISTEN





# LESSON #1

Each assignment  
you work  
is an audition.



LESSON =

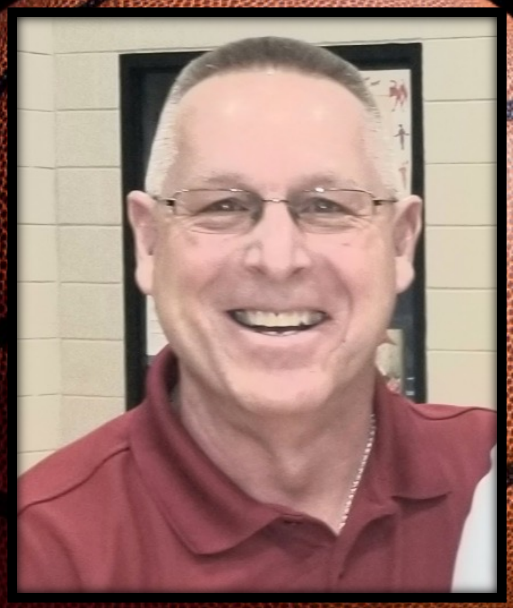
Look the part in your  
dress -

demeanor - discipline

PCA - PCA - PCA



# LESSON #2



**Criticism comes  
with the Territory.**

**LESSON =**

**Plan on it. You have  
to learn to love it  
When they BOO.**



# LESSON #3



It takes extraordinary restraint to get the job done.

LESSON =

Use your emotions and your focus to bring Calm out of chaos.



# LESSON #4

Mistakes are made  
and we make them  
every game.



Lesson =

If you kick a call –  
OWN it – tell the  
coach you missed it.



# LESSON #5



**Body Language will do you in quicker than a lack of Knowledge.**

**LESSON = Be DECISIVE – Face demeanor says a lot.**



# LESSON #6

## CULTIVATE YOUR VOICE – FIRM



LESSON =

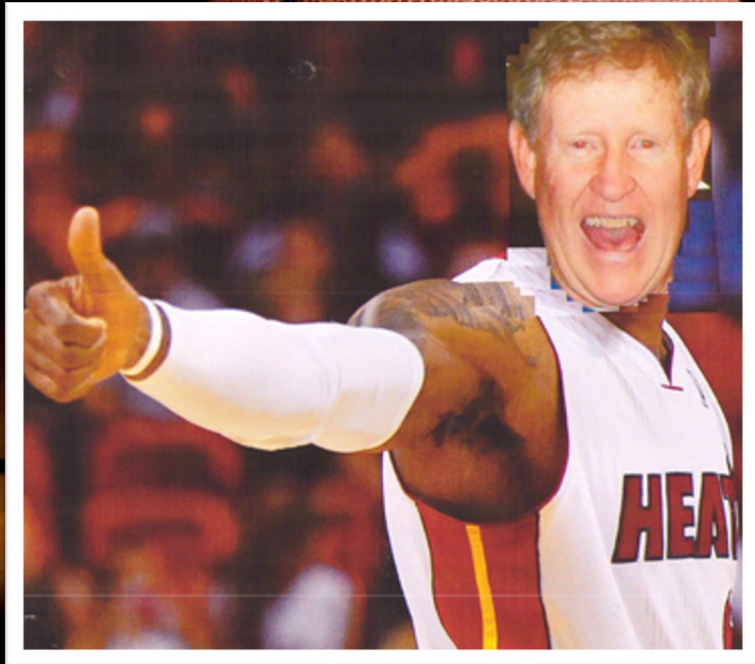
Loud enough to be  
heard, not challengeng.

A tool to control the game.



# LESSON #7

Talk to your partners  
so that players and coaches  
can hear you.



LESSON =

Create positive atmosphere  
– be more believable –



# LESSON #8

Don't call 'em the way  
You see 'em. Call 'em  
The way they are!





# LESSON #9

Keep an officiating diary.



LESSON =

Write a few thoughts on the game - partners - events - good - bad - ugly.



# LESSON #10

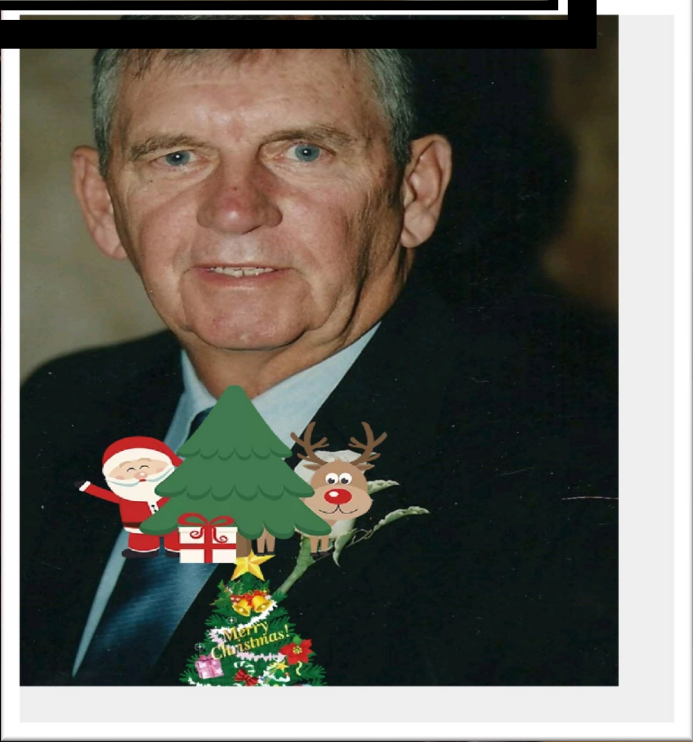


90% of of officiating is being a “people person”.

LESSON =

Listen – answer questions – respect









**Chad says CANCER  
week is January  
22<sup>nd</sup> -28<sup>th</sup>**

**SHIRTS STILL  
AVAILABLE**





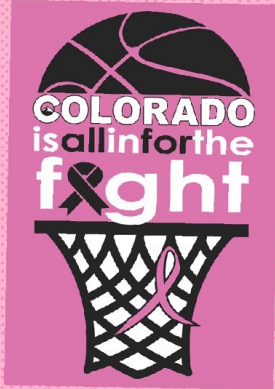






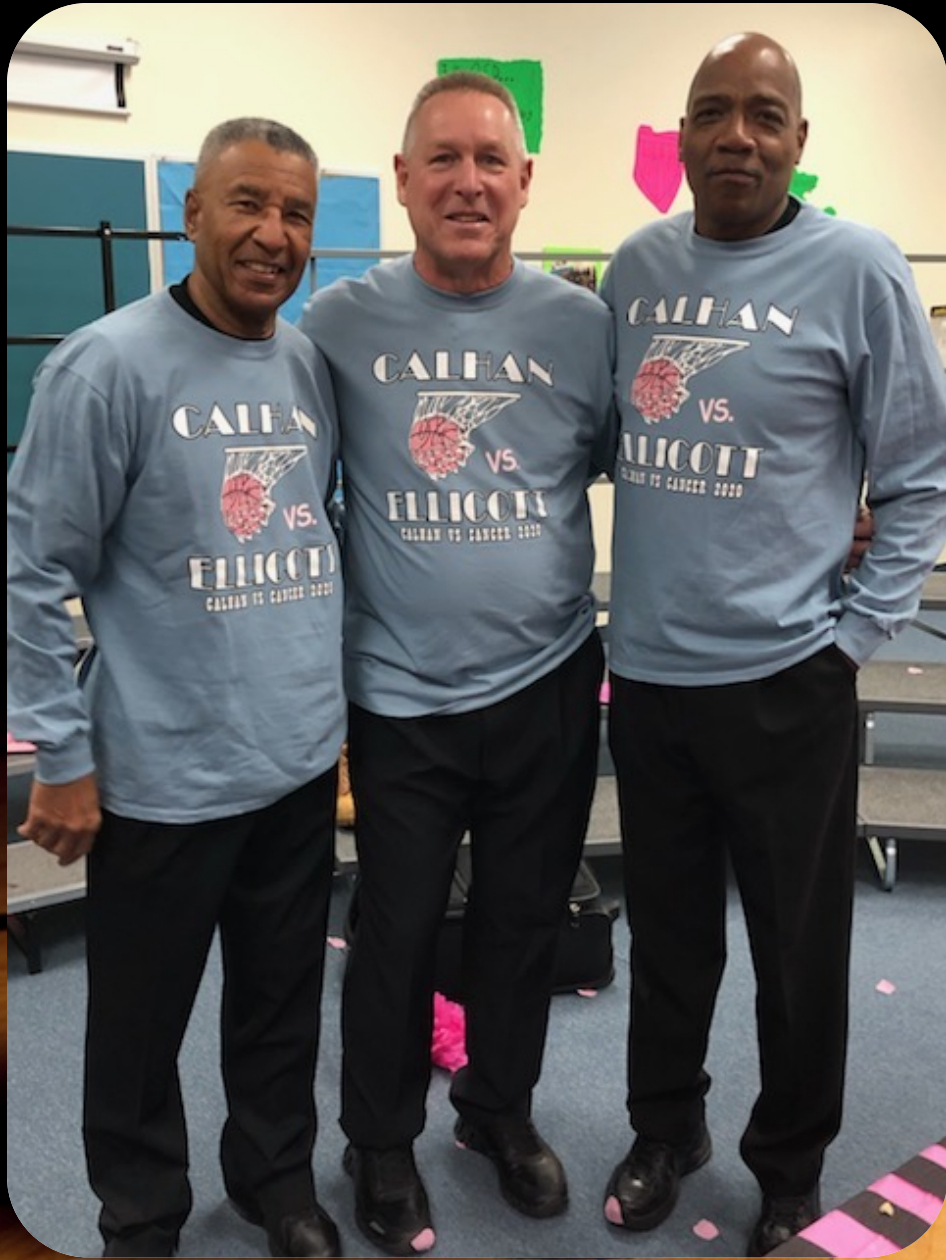
WILL YOU  
BE A BUCKET  
CARRIER THIS  
YEAR?





the "Glads"











# One Rule One Interpretation

