



# Habits Coach

## Leadership Conversation with NCAA Champion Dan Goldie

### What were some early leadership influences for you?

My first tennis coach, Robert W. Graham, was the first influential leader and teacher in my life, from age 12 to 14. He formed the basis of my tennis game (both mentally and physically), and helped instill in me a strong and focused work ethic that I still follow. Under his tutelage, I learned to work harder than my peers in every way: developing the enjoyment of learning through repetition and the calm confidence that brings to the mind and body, being focused on the task at hand without wavering mentally or physically for long periods, learning from success and failure without judgment regardless of how big or small, being in the best physical shape possible and developing the mental strength to handle any adverse situation with confidence and composure, learning to move and think efficiently and that less effort is better than more.

### What are 3 leadership lessons you've learned as a former ATP touring professional that have direct application to the world of business?

1. Nonverbal behavior, especially under adversity or pressure, tells a lot about one's character and whether people will follow you.
2. A true professional shows grace under pressure and respect for those around them at all times.
3. Top performers love what they do and find great joy in the process of developing their skills and performing their art.

### How do you define failure?

Not taking chances. Taking the easy way out. Not going all out for one's goals.

### You are an NCAA singles tennis champion. Looking back, what were the core drivers of your success that season?

Letting go of the high expectations that I had of myself and that others had of me. That freed up my mind and body to perform at a high level.

### What does it feel for your business clients to be led by you?

I am honored and proud that people trust me with their life savings and to help them make very important life decisions.

### Who was the best coach you've ever had and why?

Stanford's Dick Gould had an amazing ability to get the most out of his players, even though many had strong egos and vastly different styles of learning and performing. He was a master at understanding what a player needed to produce his best and peak at the right time. He was also able to repeatedly bring a diverse

group of talented, individual players together to form a cohesive team.

**What are your best strategies and suggestions for helping high achievers perform even better under pressure?**

Prepare your mind and body well and then, when the pressure is on, let go and trust yourself to perform.

**Why do you lead the way you do?**

I make decisions from the gut and behave in the most natural way for me based on my past experiences and who I am.

**When you mentor people personally or professionally, what advice do you typically give them?**

Do what you love. Respect others. Enjoy the process. Trust yourself.

**What does success look like to you as a person and as a business leader?**

A successful person is someone who loves what they do and is content with who they are.

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