



### Hard Work

The attacker takes a vicious shot that just misses the pipe and sails out of bounds. His teammate, in order to maintain possession for his team, beats his opponent to the end line. Rather than sprinting and diving he nonchalantly jogs a few steps and then thrusts his stick out.

The basketball player wakes up at 5AM to get some more work in. Alone. When she nails her free throws in the next games she acts as if it were talent alone and not the facts that she had spent countless hours practicing her technique that guided the ball in the hoop.

With many teammates it is almost as if hard work carries a negative connotation. If their success isn't a product of pure talent and ability it somehow isn't as valuable. This could not be farther from the truth. We believe that hard work is one of the corner stones for success. It is one of our guiding core principles. Warriors work hard. They compete! Carolina Panthers Head Coach Matt Rhule describes competitiveness as "Never finishing second to yourself." Could you have sprinted to the line faster? Could you have watched more film? Could you have made another sales call. Could you have spent more time with your family?

Doug Zembiec never finished second to himself. Before he was the Lion of Fallujah, before he was one the toughest and most revered Marines in modern history, Doug was all All American wrestler at the Naval Academy. Although he possessed the requisite talent to be a division 1 wrestler it wasn't talent that set Doug apart from everyone else. It was how incredibly hard he worked that differentiated him. Kerry McCoy, a future Olympic medalist and incomparable



worker himself, said that his teammates in college both feared and respected Doug. They may have been more talented but they knew without a doubt that if they didn't bring their 100% focus and effort he could and would beat them. It didn't matter what Doug was doing, he was never going to finish second to himself. This meant that he rarely finished second to anyone else either.

Talent and ability will only go you so far in life. It will win you games, literal or proverbial. It will allow you to be good. For some people this is enough. Warriors want more. They want to compete for championships, to be great. This, without equivocation, requires hard work. I've looked up to Warrior's my whole life and continue to do so. I surround myself with them. I've had the privilege of serving and working with some of the finest and most successful men and women in the world. True Warriors on the battlefield, court, field, ice, and boardroom. They all possessed varying degrees of talent. They came from different faiths, races, genders, and backgrounds. But they all shared at least one thing in common. They all worked incredibly, extremely, almost indescribably hard!

Attack!

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