



Caliper Sports, Inc.

The Psychology of the Winner

Coaches and managers are continually looking for athletes who have the mental toughness to take them to a higher level of performance. When evaluating recruits, considering candidates for the draft, or trying to enhance the performance of a current player, many questions arise. Will your key players work on improving their performance, or will they disappoint you at crunch time? Do they possess leadership qualities? Will they concentrate on overcoming their weaknesses? Will they have the inner fire needed to win? And just how coachable are they?

Caliper Sports provides valuable insights into these questions. Having assessed more than 10,000 athletes for professional teams over the past two decades, we have identified the psychological factors that separate the winners from those who may be very talented, but are not likely to deliver in the long run.

Our Services

Caliper Sports consultants are able to apply their expertise to professional sports management. We can assist in the areas of drafting and recruiting players, as well as pinpoint the coaching each player needs to reach their potential. Baseball teams we work with include the Chicago Cubs, the Chicago White Sox, and the Anaheim Angels. In basketball we work with the Los Angeles Lakers, the Denver Nuggets, the Orlando Magic, and the Detroit Pistons. When it comes to football, we have assisted the Oakland Raiders and the Indianapolis Colts - to name just a few.

To give you a quick sense of how we can forecast success:

- Players we have recommended to our NBA clients because they had "the psychology of the winner" have averaged 909 points per season, compared to only 367 points for the non-recommended group;
- The players we have recommended to our major league baseball clients have averaged 146 hits per season, compared to only 71 for those we did not recommend.

Dom Anile, Director of Football Operations for the Indianapolis Colts, put it this way: "It's a very small price to pay for very good, very reliable information."

Draft and Recruit Selection

Does a player have the inner qualities that can take natural talent to the next level? Talent alone can often enable an athlete to dominate the competition at a certain level. But when the talents of different players are equal, it's the inner character that is tested. Our thorough, objective, in-depth approach enables managers and coaches to determine whether an athlete has the qualities needed to succeed at a higher level of competition.

Team Building

Caliper Sports assists teams in developing effective communication skills, problem-solving techniques and team-building strategies. We help resolve underlying conflicts, which may be undermining a team's ability to achieve peak performance. In addition, Caliper's extensive experience with more than 25,000 corporate clients worldwide can provide support in strengthening your organization's business and sales staff.

We would be glad to talk with you about how our in-depth assessment and consulting approach can be customized to help take your team to a higher level of performance

CALIPER

Solutions for peak performance.

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