PREGAME

Your edge didn't disappear. It stopped getting reps.

WHY THIS PLAY

You stopped competing with yourself. The preparation disappeared first, then the standards loosened. Not all at once, slowly enough that you didn't notice. The Pregame is how you restart the engine: a few minutes at the start of your day that put you back in competitor mode before the day starts calling the plays for you.

THE CONCEPT: THE PREGAME FEELING

Every athlete knows the feeling right before stepping onto the field. The tunnel. The tape on your wrists. The whistle before the first play. That pregame feeling, locked in, ready, dangerous. That feeling is the starting point. Starting today, you have a Pregame in the morning and a Postgame at night. Your daily bookends. Same tool, two halves.

THE STEPS

1. **Block the time tomorrow morning, before email, before meetings, to run pure offense.** Strategic work only you can do. That blocked time is the field. The Pregame below is how you walk onto it ready.
2. **Body.** Two exercises before you touch your phone. Push-ups and sit-ups count. Move before the day takes control.
3. **Visualization.** Close your eyes and see your biggest goal already done. Not vague, specific: the room, the moment, the feeling.
4. **Standards.** Say your standards out loud. Hear your own voice set the bar before anyone else does.
5. **The One Thing.** Name the single thing that moves the needle today. Not your checklist. Lock it in.
6. **Postgame at night.** Did the One Thing get done, yes or no? If no, name what got in the way. Then hold the same visualization for thirty seconds and close the day standing in the win.

MATT'S OWN PREGAME

Body: push-ups and sit-ups, every morning before anything else.

Visualization: the moment the business runs without me in the room. The team executing, the culture holding, and I'm watching it happen, not running it.

Standards: do what needs to be done whether I feel like it or not. Own my results. No excuses.

The One Thing: close the Henderson deal today. Specific. Not "work on sales."

FIRST WIN: THE NEXT 7 DAYS

Run the full Pregame every morning this week, and the Postgame every night. Five out of seven is a winning week. The drift reverses on reps, not intentions.

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PREGAME · MORNING

Don't walk into your day cold. Fill in your routine once, then run it every morning. The One Thing changes daily.

ELEMENT	THE STANDARD	WHAT I DO
Body	Two exercises before you touch your phone.	
Visualization	See your biggest goal already done. The room, the moment, the feeling.	
Standards	Say your standards out loud before anyone else sets the bar.	
The One Thing	One needle-mover. Not your checklist.	

POSTGAME · EVENING

Process the day before you close it.

ELEMENT	THE STANDARD	TONIGHT'S ANSWER
The One Thing	Did I do it? Yes or no. If no, what got in the way?	
Visualization	Same image, thirty seconds. End the day where it started.	

7-DAY TRACKER

Check a box each day you complete the element. Five of seven wins the week.

ELEMENT	MON	TUE	WED	THU	FRI	SAT	SUN
Body	☐	☐	☐	☐	☐	☐	☐
Visualization	☐	☐	☐	☐	☐	☐	☐
Standards	☐	☐	☐	☐	☐	☐	☐
The One Thing	☐	☐	☐	☐	☐	☐	☐
Postgame	☐	☐	☐	☐	☐	☐	☐

That's one rep. Want more than a better morning? **The Reps** installs the full FOSS Method in your company, step by step: your team owns their work and you get your time back. **mattfoss.com/reps →**

Not sure this is your play? Take the free 5-minute Score: **mattfoss.com/score →**

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