BevermannAcademy

With passion to success and RoE's

11 Steffen Chalupny talks to ... URS STOLLER

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Steffen Chalupny, Managing Director of the Bevermann Group, is an acknowledged expert and value creator in Corporate Training. He places special emphasis on the method of Return-on-Enablement (RoE), i.e. enabling staff and organizations doing right things right - successfully.



Urs Stoller, formerly a top-ranking athlete, is a professional coach, workshop facilitator, executive business advisor. Earlier on, he coached Heinz Günthardt (three-time double world champion and number 22 in the world), Martina Hingis (world number 1 in women's tennis) and the Davis Cup team.

are and have been extremely successful, real big shots.

Having been out for six to clover months due to initiation. Having been out for six to eleven months due to injuries, Comeback: 12/16 Super-G Val-d'Isere, finished 2nd, downhill Val-d'Isere/Gröden; 3rd & 2nd all three made successful comebacks. Steffen starts with Break from competition, rehab.: 6 months the obvious question.

Injuries 03/16: three fractures of the tibial plateau, 11/2016: fracture of the upper arm

Comeback: 16.01-29.01.2017 Australian Open CHAMPION

Steffen: How are these successes possible after such long bouts of injury? How can Roger Federer come back from a six-month period of convalescence and immediately win the Australian Open?

Urs: FOCUS is the magic word here, you have to focus one hundred per cent on the necessary training sessions!!

Steffen: We touched on this in our last Elephant-in-theroom article. Spill the beans, how do these big shots train during such a stage?

Urs: These three injured athletes trained six to eight hours a day as well, yet EACH training session is first-rate, and ALL sessions are perfectly coordinated. In EACH session the athletes get supported by experts, physios and fitness coaches, who help them get the most out of the respective training situation.

Steffen: But this is also how healthy athletes train....

Urs: It's thanks to these long, first-rate training sessions that injured top athletes often come back stronger than before, because after the monotony of all those rehab trainings, they positively burn for the first serious contest where they can prove they are 100% fit again.

And yes, of course all other professional athletes train during this period, but not with the same kind of FOCUS or systematic support. Very often, they dissipate their energies, or "take it easy" during trainings.

Steffen: So, what it takes to make such a sensational comeback, is...

Talent apart, it's physical mental and strength/skills, plus loads of experience!

Steffen: Now, what does that mean for the big shots in business?

Urs: First off, we should describe what exactly is a big shot in business.

Steffen: Absolutely! In the project blueprint at Bevermann Academy, this is always the first step: analysis, including systematic probes, surveys, structured dialogues, assessments, evaluation of potentials, gradings...

Urs: Right.. after all, not everyone's Federer ;) Experience shows that a lot of SUCCESSful big shots work extremely hard, and all too often lose their FOCUS, they fail to concentrate 100% on what REALLY MATTERS.

Steffen: Could you give us an example?

Urs: Too often, they rush from one meeting to the next, unPREPARED! The equivalent in sport would be, to rush from one training session to the next, unPREPARED, but that NEVER occurs! Thus, the top quality of meetings = training sessions can no longer be guaranteed.

Steffen: So, what is our recommendation to the big shots in businesses?

Urs: The 3:1 method. Work (train) your normal routine for three weeks, for one week keep your FOCUS 100% on the MOST IMPORTANT project involving the MOST IMPORTANT experts!

Steffen: By way of a rhetorical question: And that really works?

Urs: Of course, we know the response of most people when they hear about this "revolutionary" method: "This won't work in our company!"

Maybe/HOPEfully, it pays off to at least think about it briefly. We are looking forward to receiving your creative responses.

