



Title: Activate the Prey Drive in You and Your Team

Description: What does it take to take your team beyond motivated to fully activated? The ability to activate the prey drive in your team is the key to building a winning culture and leading any team to greatness, and today's guest will show you how. On this episode of The Forward Thinking Podcast, FCCS VP of Marketing and Communications Stephanie Barton interviews Coach Micheal Burt. A unique blend of a former championship basketball coach combined with a deep methodology of inner-engineering people to produce at a higher level in the business world, Coach Burt knows what it takes to coach teams to greatness. In this conversation, he defines prey drive, shares the five activators of prey drive, and explains how a winning team—with the right leader—is capable of more than they ever thought possible. Coach Burt will be speaking at the upcoming 2021 Farm Credit Home Lending Virtual Conference.

Today's Insights Include:

How to build winning cultures

- + Winning coaches maintain certain mindsets and proper expectations.
- + Never place your destiny in someone else's hands.
- + Create positive work environments in which your team can thrive.
- + Connections are essential to a winning culture.

Understanding prey drive

- + Prey drive is an instinct in humans that has to be activated.
- + The intensity and purpose that drives us forward is essential to success.
- + Overcoming fears is the key to the initiation of action.
- + The five activators of prey drive include fear of loss, competition, exposure, environment, and embarrassment.
- + Persistence comes with discipline and the drive to see your goals through to completion.
- + Intensity creates the desire to get things done at a quick pace.

Activating prey drive in your team

- + Prey drive is activated by attending to all four parts of your nature- physical, emotional, mental and spiritual routines.
- + Your team's prey drive is activated by the drive and fire that you light in them.
- + Offer honest feedback to your team to activate their prey drive.



- + A good coach is not afraid to have hard conversations about their team's potential, future, or skill set.
- + Overcome complacency by setting big and challenging goals.

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[Coach Micheal Burt](#)
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Get in touch

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Tweetables

"Part of success is the ability to have certain mindsets and proper expectations." — Coach Micheal Burt

"When in doubt, keep moving forward." — Coach Micheal Burt

"In a very granular sense, prey drive is seeing something you want and having the guts to pursue it." — Coach Micheal Burt

"Many times prey drive is activated by tough conversations about your potential, your future, or your skill set, and a good coach is not afraid of those conversations." — Coach Micheal Burt

"We all have potential. As long as you're living there is potential there." — Coach Micheal Burt

"Never place your destiny or your confidence in someone else's hands. No one can see your future except you." — Coach Micheal Burt