

# *FLL Kickoff* MOTIVATIONAL TIPS

*FOR  
INSPIRATION AND  
RECOGNITION OF  
SCIENCE AND  
TECHNOLOGY*



So you've decided....

To be on an FLL team...

- Give up about 1 million hours
- Tear your hair out over file names like “The cool first program that goes bazzo”
- Watch robots go round and round and round and round
- Ask “Can you please stay focused?” about 1,345 times.
- Spend way more than you've budgeted weekly
  
- Oh yeah, and....
  - ✓ Become our next generation of engineers....
- There is simply no better program.



**Why do we do this? Because it's amazing!**

# Seven+Three Tips

Overwhelmed by the process? Here's seven key motivational points to remember.



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# 1. Anything worth doing is worth doing...

Let's get this straight: Participating in a FIRST program is worth doing. You're part of a global program with more than 250,000 students and tens of thousands of adult mentors and coaches.

You're part of program that is recognized as one of the best training grounds for young engineers. You're part of a program that has dozens of colleges offering scholarships to participants and hundreds of local and international corporations providing support.

Finally, you're part of program that will challenge, stretch, and educate your team members in more ways than they can imagine and in ways they will never forget.



## 2. Complete the season in general

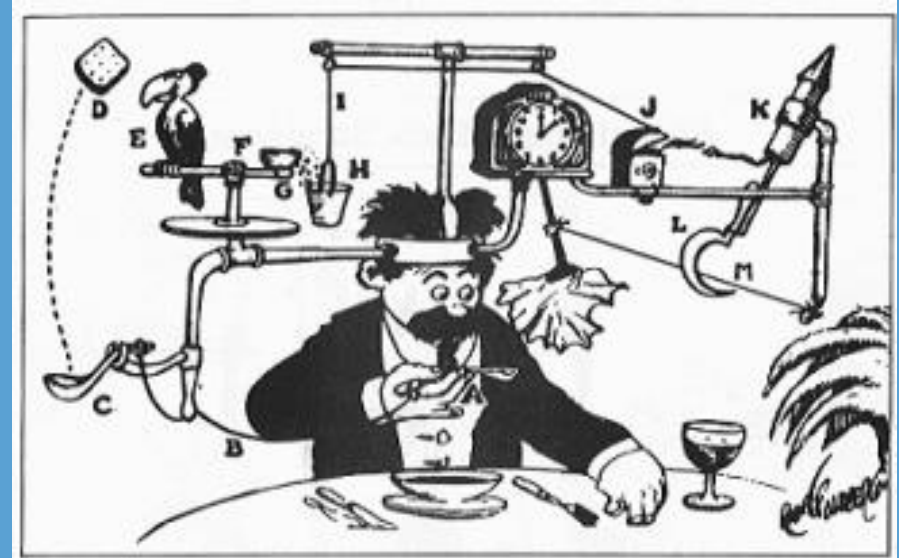
- The goal is to have something prepared that meets the challenge guidelines. Plan to do this within your time and financial limitations.
- Make it complete. Dream big, but work realistically.



### 3. Know the Game...

Each year's game poses unique challenges and strategies.

- Every team should score acceptably.
- Find the tasks that are obvious and effectively score substantial points and get them working.
- Not only will your team be encouraged, but makes sure they will get an acceptable score.
- Scour the web for building and programming tips.



## 3.1 This Year FLL Field of Peril 150 seconds to success!



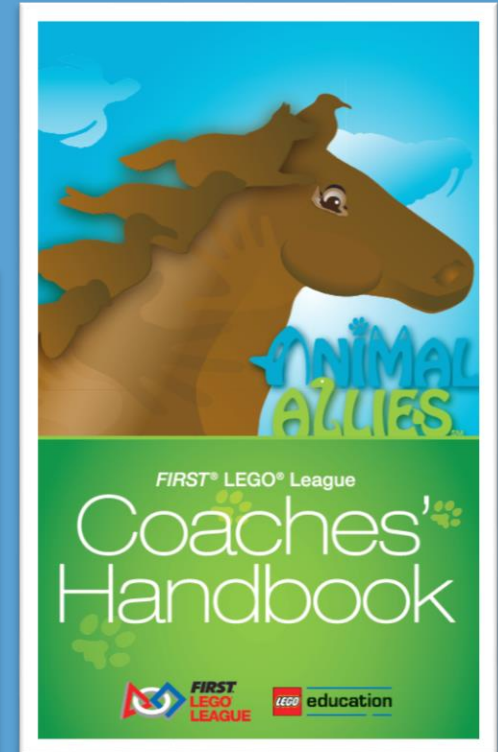
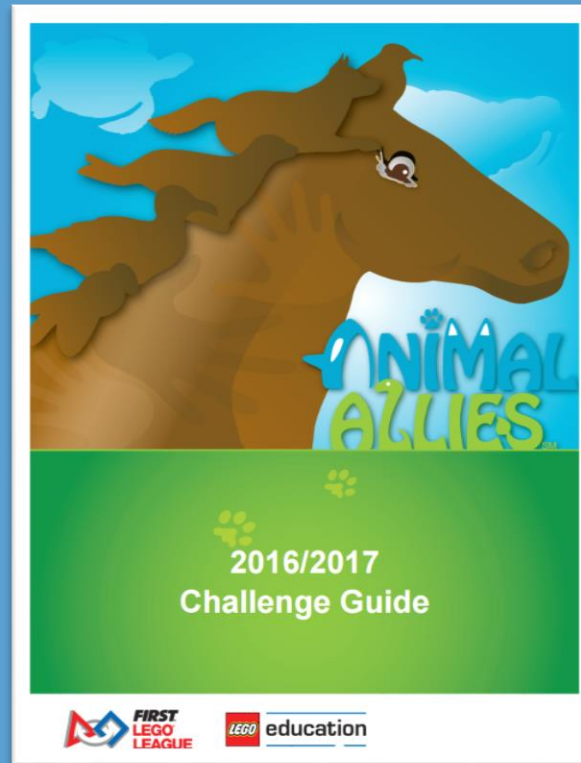


## 3.2 Know The FLL Scoring Rules

Read the rules.

Teach the rules.

Practice the rules.



## 4. Plan on being here...

This sounds too simple.

But every year many team members have registered, bought equipment, and met for months, drop out of their competitions at the last minute.

Just plan on being at your state or preliminary competition no matter what you've completed. It's part of the learning experience.



## 5. Remember the adage of the early days of stock car racing: “Run what you brung...”

**Yes, there will be some amazing robots. But yours will be amazing too because your team built it. Make sure your team members are proud of the work and run it well.**



## 6. My third rule of consulting: “Nothing takes an hour...”

**What does this rule mean?  
Nothing you do with your  
team will take an hour.**

**Rather it will take hours of  
work, thinking, re-working,  
analyzing, and planning. Just  
don't expect solutions in  
minutes.**



## 7. Rule Four of Consulting...

**RULE 4: Every business plan works in Excel.**

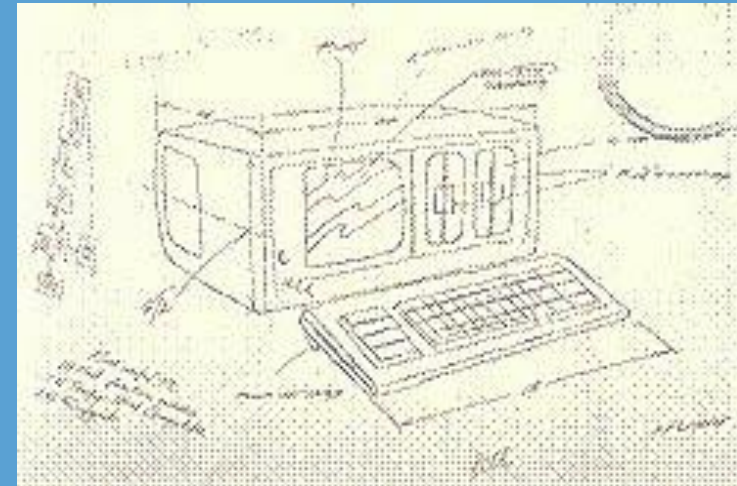
TOILET PAPER DOT COM: Winning Sheet by Sheet	
Average Sheets User Per Year Per Person	20,000
Number of People in the United States	314,327,163
Number of Sheets used Per Year	6,286,543,260,000
Average Sheets Per Roll	1,000
Rolls Sold Per Year	6,286,543,260
Average Cost per Roll	0.60
<b>Total Gross Sales of Toilet Paper Per Year</b>	<b>\$3,771,925,956</b>
<b>ToiletPaper.com will seek 1 Percent</b>	<b>\$37,719,260</b>

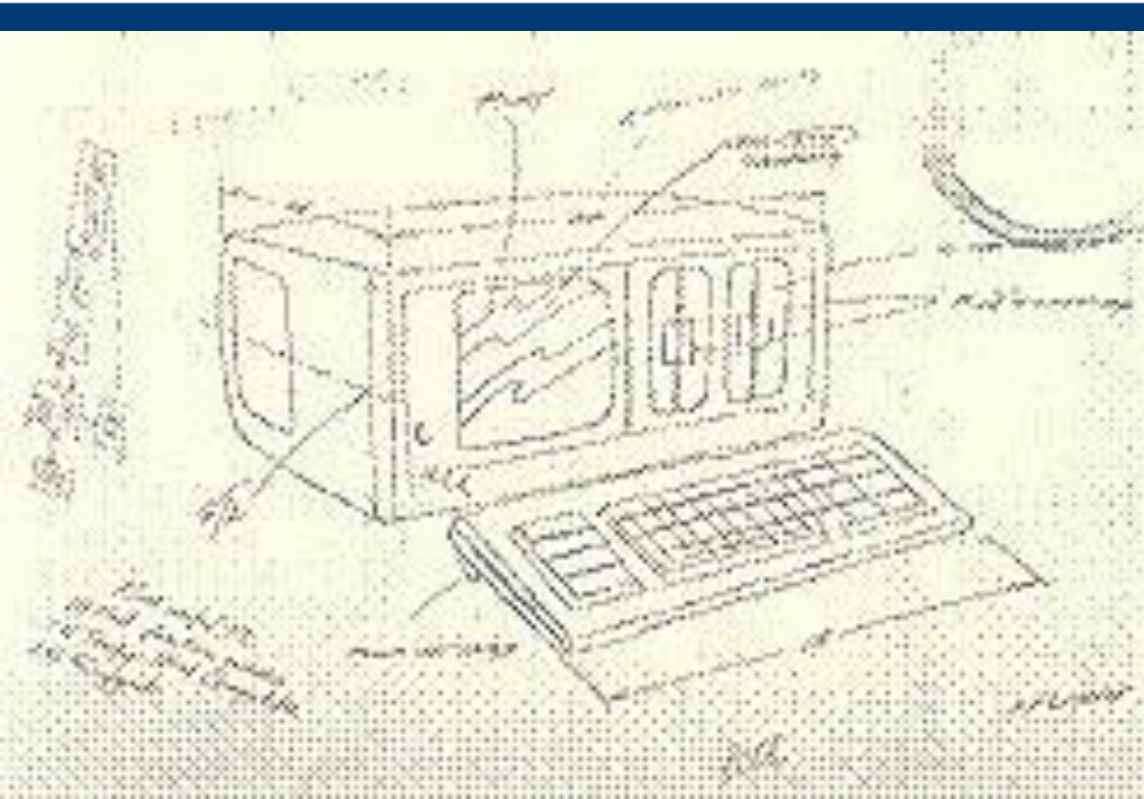
Really, they do. You can build a wildly profitable business plan for anything in Excel complete with charts and graphs. Belly button lint, zebra shavings, celebrity shaped potato chips, and anything else you can dream up. *But the hard part is making it work in the real world with real customers, products, services, and processes.*

## 8. Rule Five of Consulting...

**RULE 5: Every idea works on the back of a napkin.** Like Rule 4, you can make any idea work on a napkin. Whether it is a product, service, or other concept, a quick sketch always makes sense. However, taking it from that drawing to a real product or service can take months or years of hard work.

*To the right is the original 'napkin' sketch which became the first Compaq portable (millions of dollars later).*





**Don't get discouraged!**

## 9. Be there and be square...

You want you to be square (not look square). This world needs sensible, clear thinking students who know how to get work done and done well. Students who will come away from the work with an appreciation for the order and design of the universe and raw materials with which they will work.

We are doing nothing less than cultivating the technologies of the future (and hopefully, a transporter).





## 10. Know the Core Values

The US FIRST Core Values are the cornerstones of the FLL program. They are among the fundamental elements that distinguish FLL from other programs of its kind. By embracing the Core Values, participants learn that friendly competition and mutual gain are not separate goals, and that helping one another is the foundation of teamwork.

- ✓ We are a team.
- ✓ We do the work to find solutions with guidance from our coaches and mentors.
- ✓ We know our coaches and mentors don't have all the answers; we learn together.
- ✓ We honor the spirit of friendly competition.
- ✓ What we discover is more important than what we win.
- ✓ We share our experiences with others.
- ✓ We display Gracious Professionalism and Coopertition™ in everything we do.
- ✓ We have FUN!

**Remember: This is a Global Effort**

