

THE BUSINESS OF OFFICIATING

- I. OFFICIATING IS BIG BUSINESS – BUSINESSES PROVIDE A PRODUCT, A SERVICE OR BOTH. FOR THE PURPOSE OF THIS DISCUSSION, YOU AS OFFICIALS ARE THE PRODUCT THAT PROVIDES THE SERVICE.
- II. THE NFL SPENDS UPWARDS OF ³²~~12~~ MILLION DOLLARS TO PUT THE BEST POSSIBLE PRODUCT ON THE FIELD. THE BULK OF THAT IS SPENT ON TRAVEL EXPENSES.
- III. FROM VP OF OFFICIATING CARL JOHNSON, THE NFL OFFICE STAFF, THE SUPERVISORS, TRAINERS, REPLAY OFFICIALS, SCOUTS AND GAME DAY STAFF THERE ARE ABOUT 240 PEOPLE BEHIND THE SCENES IN SUPPORT OF THE 119 (17 CREWS OF 7 MEN) ON FIELD OFFICIALS THAT YOU SEE EVERY SUNDAY AND MONDAY THROUGHOUT THE SEASON. THAT'S A STAFF OF OVER 350 PEOPLE.
- IV. THE MAJOR COLLEGE CONFERENCES HAVE SIMILAR BUT SMALLER OPERATIONS. WHEN YOU CONSIDER ALL OF THE COLLEGE, HIGH SCHOOL AND YOUTH FOOTBALL THAT IS PLAYED, IT TAKES MILLIONS MORE DOLLARS TO FACILITATE THE GAME WE ALL LOVE.
- V. OFFICIATING IS BIG BUSINESS. ATTENDING CLINICS AND STUDY SESSIONS LIKE THIS ONE IS ONE ELEMENT OF THE

**PROCESS OF PERFECTING OUR PRODUCT IN ORDER TO
DELIVER THE BEST SERVICE TO OUR CLIENTS.**

**FINE-TUNING YOUR OFFICIATING HEALTH AND HYGIENE
MENTAL - PHYSICAL - VISUAL - PRACTICAL**

HEALTH – PHYSICAL AND MENTAL WELL-BEING; SOUNDNESS

HYGIENE – THE SCIENCE OF MAINTAINING GOOD HEALTH

- I. IN ORDER TO MAINTAIN YOUR OFFICIATING HEALTH YOU
MUST DEVELOP GOOD OFFICIATING HYGIENE HABITS DURING
THE SEASON AND THE OFF-SEASON.**

A. GOOD MENTAL HABITS:

- 1. READ THE RULE BOOK AND THE CASE BOOK. READ
THE RULE AND THEN READ THE CORRESPONDING
APPROVED RULINGS IN THE CASE BOOK. READ THE
APPROVED RULINGS UNTIL YOU UNDERSTAND
THEM. ASK YOURSELF, HOW DID THEY COME UP WITH
THAT ANSWER?**
- 2. SAVE RULES TESTS FROM PREVIOUS SEASONS TO
REVIEW DURING THE OFF-SEASON. MAKE SURE YOU
HAVE THE CORRECT ANSWERS FROM THE TEST KEY
AND THAT YOU HAVE FACTORED IN RECENT RULE
CHANGES.**

B. GOOD PHYSICAL HABITS:

1. KEEP WORKING OUT.

2. MAINTAIN OR LOWER YOUR WEIGHT IF NEEDED.

YOU MIGHT BE THE BEST FOOTBALL OFFICIAL IN THE COUNTRY BUT YOU WILL HAVE DIFFICULTY MOVING UP IF YOU ARE OVERWEIGHT.

3. FOCUS ON YOUR STRENGTH AND ENDURANCE. YOU NEED TO HAVE AS MUCH "JUICE" LEFT IN THE FOURTH QUARTER AS YOU HAD IN THE FIRST QUARTER.

C. GOOD VISUAL HABITS:

1. WATCH VIDEO OF YOURSELF IF YOU CAN GET IT.

WATCH THE VIDEOS WITH A CRITICAL EYE. BE HONEST WITH YOURSELF, DON'T SUGAR COAT YOUR PERFORMANCE OR YOUR APPEARANCE.

2. WATCH VIDEOS FROM OTHER GAMES. OBTAIN

VIDEOS OF GAMES ABOVE YOUR LEVEL. FOCUS ON YOUR POSITION MECHANICS. HOWEVER, KEEP IN MIND THAT THERE IS NO ONE ABSOLUTELY CORRECT

WAY TO OFFICIATE A FOOTBALL GAME. MECHANICS VARY FROM LEVEL TO LEVEL, CONFERENCE TO CONFERENCE AND LEAGUE TO LEAGUE.

D. GOOD PRACTICAL HABITS:

- 1. "NOTHING BEATS DOING IT". TAKE ADVANTAGE OF EVERY OPPORTUNITY TO WORK ON THE FIELD. WORK AS MANY SCRIMMAGES AS YOU CAN. "THE MORE SNAPS YOU SEE, THE BETTER YOU WILL BE."**

DEVELOPING SUCCESSFUL FOOTBALL OFFICIALS

THE NFL SPENDS TIME, MONEY AND RESOURCES MOLDING AND SHAPING THE RAW MATERIAL (PROSPECTIVE AND ROOKIE OFFICIALS) INTO THE PRODUCT YOU SEE ON TV EVERY WEEKEEND DURING THE FOOTBALL SEASON.

SUCCESSFUL FOOTBALL OFFICIALS ARE BUILT FROM THE GROUND UP. VERY FEW PEOPLE CAN STEP ON THE FOOTBALL FIELD AND INSTINCTIVELY KNOW HOW TO OFFICIATE A GAME. WHERE TO STAND, HOW AND WHEN TO MOVE, AND HOW TO INTERPRET WHAT YOU ARE SEEING ARE ALL LEARNED BEHAVIORS.

ALL NFL OFFICIALS BEGAN THEIR CAREERS ON THE BOTTOM RUNGS OF THE LADDER. NO ONE ON THE NFL STAFF STARTED THEIR OFFICIATING CAREER AT THE TOP. NO MATTER WHAT THEIR ATHLETIC BACKGROUND, COACHING EXPERIENCE, WHO THEIR PARENTS ARE OR WHO THEY KNOW, THEY ALL STARTED AT THE BOTTOM AND WORKED THEIR WAY UP.

WHEN YOU STOP HAVING FUN - WALK AWAY

THE PROCESS FOR DEVELOPING SUCCESSFUL FOOTBALL OFFICIALS:

- **START ON THE BOTTOM RUNG OF THE LADDER. YOUTH, FLAG, MIDDLE SCHOOL OR HIGH SCHOOL JV FOOTBALL ARE AVAILABLE IN EVERY COMMUNITY.**
- **IT IS IMPORTANT NOT TO SKIP THE STEPS ON THE LADDER TO SUCCESS. THE DIFFERENCE FROM LEVEL TO LEVEL IS THE SIZE, SPEED AND TECHNIQUE OF THE PLAYERS. PROGRESSING FROM LEVEL TO LEVEL HELPS TO HONE THE EYE TO THE SPEED OF THE ACTION.**
- **MASTER THE LEVEL YOU'RE AT BEFORE YOU START LOOKING TO MOVE TO THE NEXT LEVEL. WORK AT BEING THE BEST OFFICIAL YOU CAN BE WHERE YOU ARE.**
- **TAKE ADVANTAGE OF EVERY TRAINING OPPORTUNITY AVAILABLE TO YOU, i.e., CLINICS, STUDY SESSIONS, VIDEO CRITIQUES AND RULES DISCUSSIONS.**
- **STAY ON TOP OF THE THINGS YOU HAVE CONTROL OVER, i.e., YOUR APPEARANCE, YOUR RULES KNOWLEDGE, YOUR MECHANICS KNOWLEDGE, YOUR PUNCTUALITY, YOUR DEPENDABILITY AND YOUR ATTENTION TO DETAIL.**

- **ATTENTION TO YOUR IMAGE IN THE COMMUNITY IS CRITICAL. HOW YOU PRESENT YOURSELF OFF THE FIELD IS AS IMPORTANT AS HOW YOU PRESENT YOURSELF ON THE FIELD. THE NFL DOES EXTENSIVE BACKGROUND CHECKS. OTHER LEVELS, PARTICULARLY YOUTH LEAGUES, DO BACKGROUND CHECKS. IT WON'T BE LONG BEFORE ALL LEAGUES WILL BE REQUIRED TO DO BACKGROUND RESEARCH.**
- **STRIVE FOR PERFECTION AND SETTLE FOR NOTHING LESS THAN EXCELLENCE.**

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