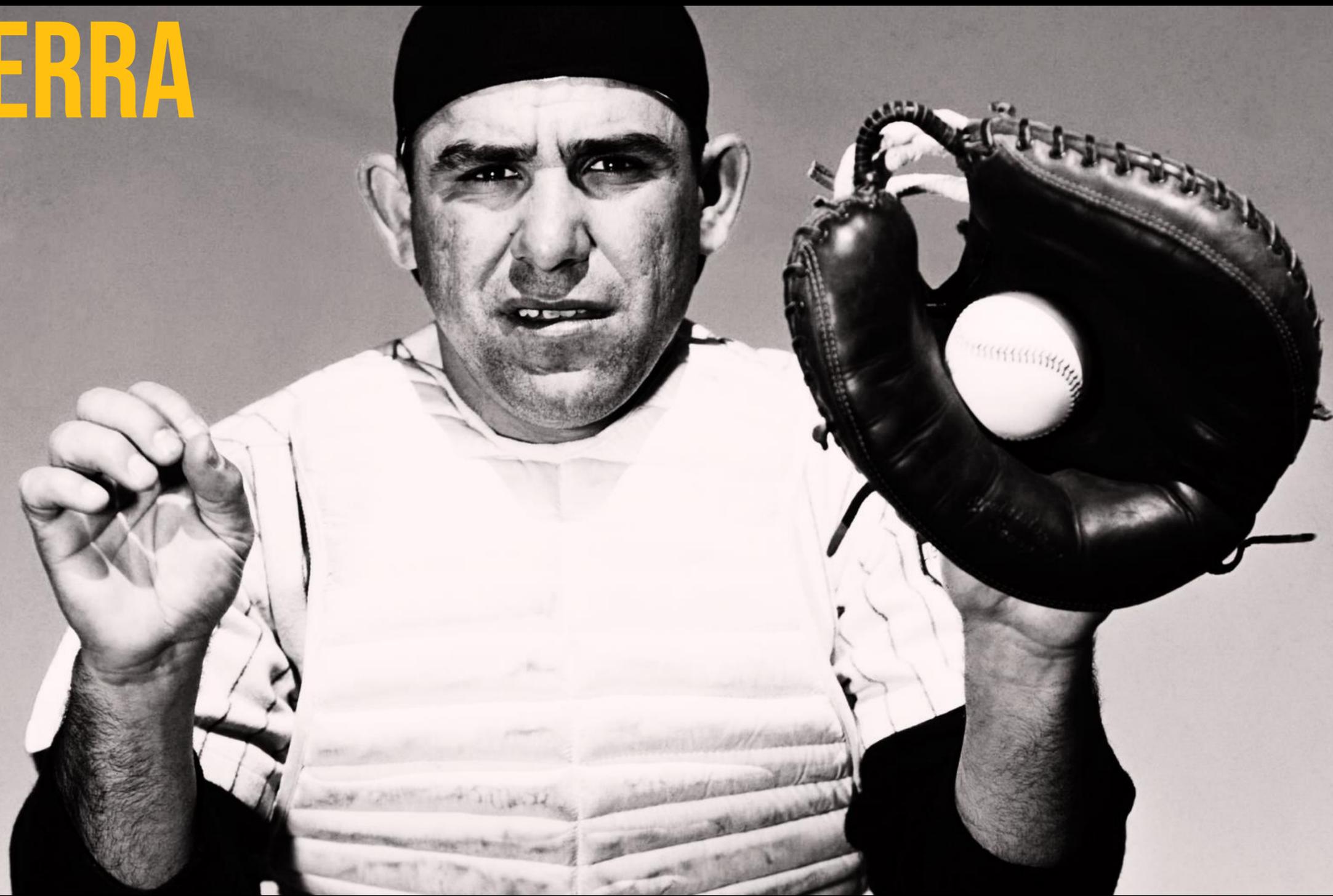




**WINNING REDEFINED**

**NACM RECONNECT LIVE  
ST. LOUIS, 2024**

# YOGI BERRA





**DR. KEN RAVIZZA**

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# SIGNAL LIGHTS





# TODAY'S AGENDA

THE BINARY

THE WINS

THE CONTROLLABLES

PRESENCE PLAYS

# BINARY THINKING



**HOW DO YOU DEFINE SUCCESS?**



# WINS & LOSSES

QUOTAS

REVIEWS

CHAMPIONSHIPS



**WHAT SCOREBOARD ARE YOU LOOKING AT?**

# WAS THIS SEASON **A FAILURE?**



# THE “WINS”



A black and white photograph of a baseball player in a batting stance, wearing a helmet and gloves, holding a bat. The player is in the foreground, slightly out of focus. In the background, a pitcher is visible, also out of focus, in the middle of a throwing motion. The overall scene is dimly lit, creating a dramatic atmosphere.

**I THOUGHT I WAS WINNING**

For the most up-to-date local news and results, go to [sportstricities.com](http://sportstricities.com)

# SPORTS

SECTION C | sportstricities.com | Tuesday, Sept. 1, 2009

SPORTS EDITOR: Jeff Morrow, 582-1507; sports@tricityherald.com; fax, 582-1410

## R-U-I-Z

### It's how the Dust Devils spell relief

JACK MILLIKIN  
HERALD STAFF WRITER

Hearing Charlie Ruiz, the Tri-City Dust Devils closer, talk about his split-finger fastball can be a little confounding. After a while, you're not sure if even Ruiz himself knows what to expect from the pitch.

"Sometimes it has a mind of its own," said Ruiz, who has used that pitch to rack up 17 saves to lead not only the Northwest League but all short-season leagues. "At times it will slide a little, which I don't necessarily want it to do. Most of the time it'll start out high like a small knuckle and tumble down like a knuckle, tumble, fall thing."

Huh?  
If you think the description is confusing, imagine trying to hit the pitch, which is a variation of a straight fastball but gripped with the index and middle finger split along the outside of the horseshoe seam.

"It's a pitch where if you try to snap it down, you'll either spike it or sail it to the backstop. But he can command it," said Dallas Tarleton, a first-year catcher out of Elon University who has seen plenty of solid pitchers but not many who can match Ruiz's stuff.

"He's got a fastball that he locates up to 90 mph, a good slider that disappears against right-handers and a change-up that he throws to lefties," Tarleton said. "He's got four pitches he can throw for strikes. That's more in the back of a batter's mind to worry about."

But it's the splitter — or 'splitty' as Tarleton calls it — that Ruiz considers his bread and butter. It's taken a long time to develop the pitch since first experimenting with it as a young teenager in San Leandro, Calif.

Ruiz, a 6-foot-2 right-hander, dabbled with the pitch as a senior at Arroyo High School before moving on to Chabot College, where he got his first taste of the closer's role.

See **RUIZ** | Page C3



Charlie Ruiz has been the most dominant closer in the Northwest League, converting 17 of 18 save opportunities for the Dust Devils this summer.

## RUIZ | 'Splitty' opens doors

FROM PAGE C1

"I told my coaches that I threw (the split-finger) a little in high school," he said. "They told me if I could figure that pitch out I could really open some doors."

At first, Ruiz said his emotions sometimes got the best of him during games, and if he had a bad game he would try to compensate for it in his next outing.

He consulted with coaches and even a team psychologist about managing a game from a mental standpoint.

"My (Chabot) pitching coach said the stuff you have is exactly what you need for your role, but sometimes you have to take an outing for what it is," said Ruiz, who transferred to Long Beach State for his junior year. "He taught me to focus and slow down."

Ruiz led Long Beach State with 11 saves and was drafted in the 10th round of the First-Year Player Draft by the Colorado Rockies, who sent him to begin his career in Tri-City. He credits pitching coach Darryl Scott, a former major league pitcher with the California Angels, with helping him make the transition to pro ball.

"(Scott) came up through the system in the same role," Ruiz said. "Being able to relate to him and being able to figure it out at this level is more than I could ask for."

Dust Devils manager Fred Ocasio has come to depend on Ruiz to slam the door on other teams. On Saturday, it was Ruiz who closed out a 3-1 win over Boise that clinched the

East Division championship. "He's done a great job as a closer, but the most impressive thing is his character," Ocasio said. "He's out there trying to get better every time."

Another of Ruiz's strengths

ROOKIE

ROOKIE

TURN OF THE CENTURY

TURN OF THE CENTURY

EXTRA EDITION

080 / 125

COLORADO

CHARLES RUIZ-P

CALL: [Signature]

DOMRUSS ELITE 2009



# TOP TO BOTTOM

# WINS FROM LOSSES

CALIFORNIA COAST

101 FREEWAY

HUNTINGTON BEACH



# THE CONTROLLABLES



# THE FOUR C'S

PROCESS OVER RESULTS

01

CORE

02

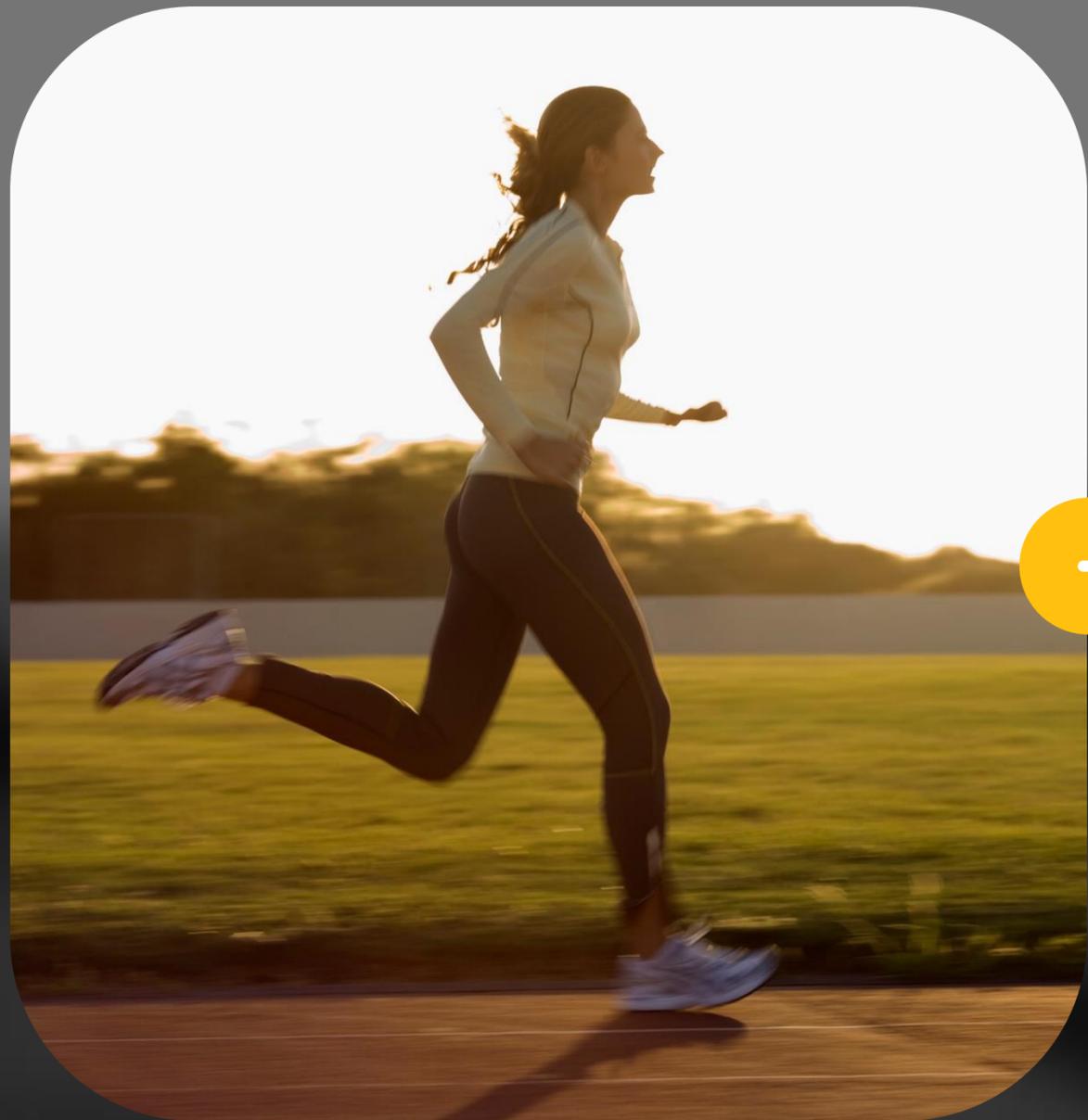
COMMUNITY

03

CRAFT

04

CREATIVE



# CORE

MIND + BODY

1

2

3

4



**COMMUNITY**

**RELATIONSHIPS**

1

2

3

4



# CREATIVE

ACTIVITY

1

2

3

4



# CRAFT

## PROFESSIONAL

1

2

3

4

# PRESENCE **PLAYBOOK**



# THE CLR CLOSE

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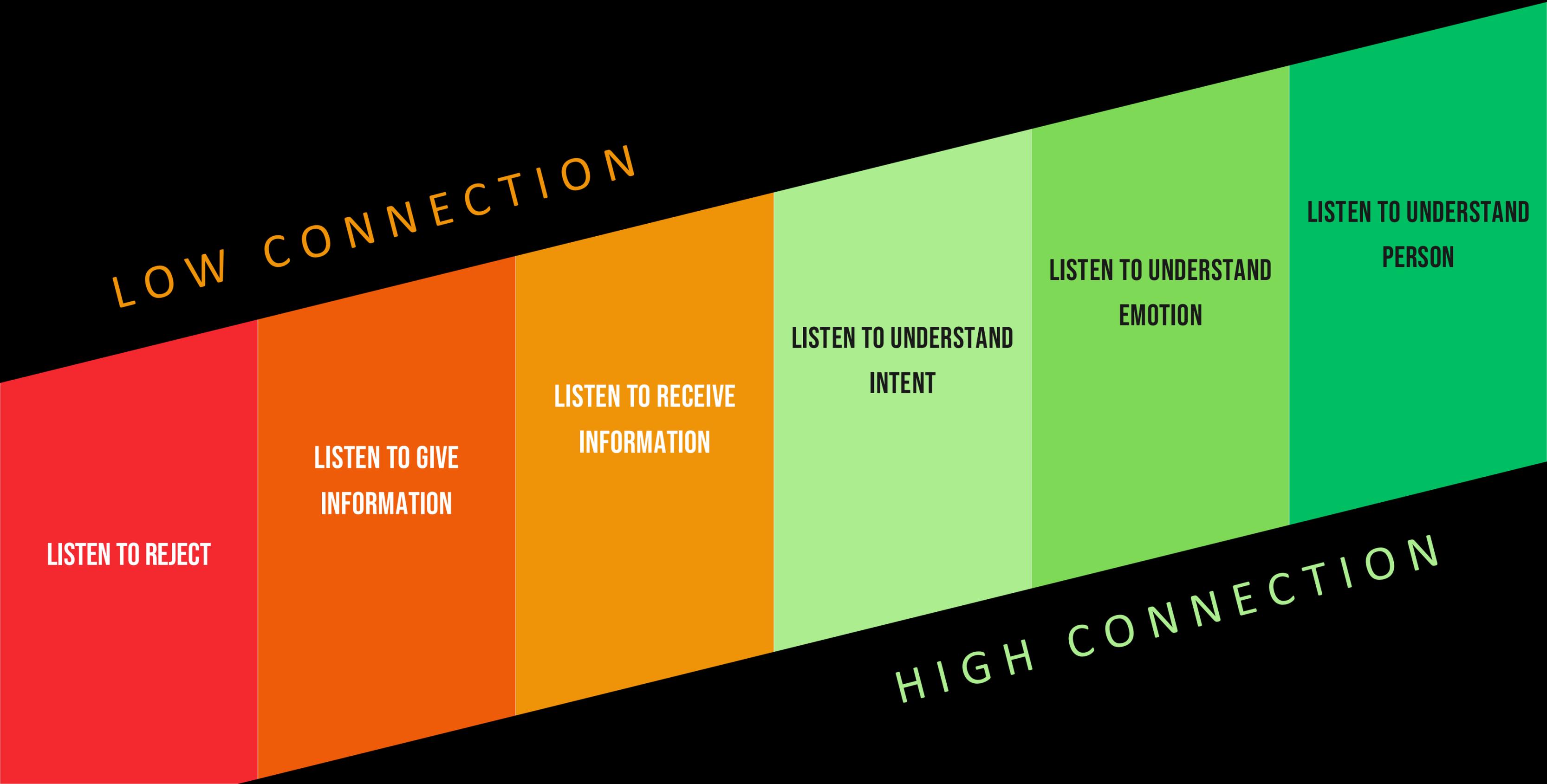
PLAY #1

# ACTUALLY, LISTEN

---

PLAY #2

# LISTENING LADDER



LOW CONNECTION

LISTEN TO REJECT

LISTEN TO GIVE  
INFORMATION

LISTEN TO RECEIVE  
INFORMATION

LISTEN TO UNDERSTAND  
INTENT

LISTEN TO UNDERSTAND  
EMOTION

LISTEN TO UNDERSTAND  
PERSON

HIGH CONNECTION



**CALL BACK**

THREE OUTCOMES

# **BREAKOUT:** PAIRS

ACTIVE Listening:

PERSON A: Talks about \_\_\_\_\_

PERSON B: EDITS back \_\_\_\_\_

SWITCH ROLES

# REMOVE OUTCOMES

---

PLAY #3

# STARTING FIVE

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PLAY #4

# YOU VS YOU



# THE CLOSE

EMBRACE THE GREY

CONTROL THE CONTROLLABLES

**PRESENCE** over PREFERENCE

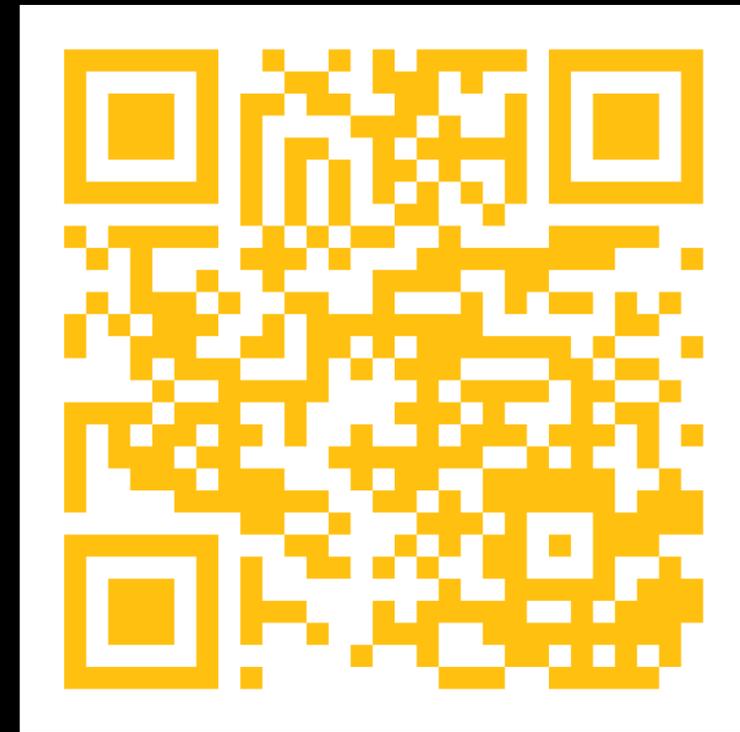


# CHAT WITH CHARLIE



30 MINUTES

# MY NEWSLETTER



EVERY TUESDAY



**THANK YOU!**

**FROM CHARLIE RUIZ**

**CLR CONNECTION**

**DOWNLOAD THE FOUR C'S**



SCAN QR



**CONNECT TO WHAT MATTERS**

CHARLIE RUIZ