

NITE SCORECARD - THE COURAGE TO COMMUNICATE

PRIMED Framework Quick Reference

N = Name Use their name to lock in attention and show respect

I = Information Say what needs to be said, and no more

T = Tone Match your tone to what the moment needs

E = Eye Contact Be fully present and engaged

Scenario Practice

Write your own NITE responses to these real-world situations:

Scenario 1: The Frustrated Teammate

Your teammate just missed a crucial shot with 2 minutes left in the game. They're clearly beating themselves up and their shoulders are slumped. The team needs to stay focused for the final push.

Your NITE Response:

N (Name):

I (Information):

T (Tone - describe how you'd say it):

E (Eye Contact/Engagement - describe your body language):

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Scenario 2: The Quiet Locker Room

Your team just lost a close game in the playoffs. Everyone is sitting silently, heads down. You can feel the disappointment and frustration in the room. Someone needs to help the team process this moment.

Your NITE Response:

N (Name):

I (Information):

T (Tone - describe how you'd say it):

E (Eye Contact/Engagement - describe your body language):

Self-Assessment

Which part of NITE is strongest for you?

- ☐ **Name** I naturally use people's names when addressing them
- ☐ **Information** I give clear, concise messages without over-explaining
- ☐ **Tone** I match my tone to what the situation needs
- ☐ **Eye Contact** I stay fully present and engaged when communicating

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Which part needs work?

☐ **Name** I often say "hey" or speak generally instead of using names

☐ **Information** I either say too much or too little in pressure moments

☐ **Tone** My tone doesn't always match what the moment needs

☐ **Eye Contact** I get distracted or don't stay fully engaged

Reflection on Recent Moments

A communication moment you handled well:

What happened?

What made it effective?

A moment you'd like to do over:

What happened?

How would you handle it differently using NITE?

Lifter vs. Deflator Check

Think about your recent communication. Check all that apply:

Lifter behaviors I've shown

☐ Brought calm when others were chaotic

☐ Helped teammates reset after setbacks

☐ Listened before reacting

☐ Stayed positive under pressure

☐ Used body language that supported my words

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Deflator behaviors I need to watch:

- | | |
|---|---|
| ☐ Made negative comments that spread to others | ☐ Stayed silent when the team needed lifting |
| ☐ Reacted before listening | ☐ Added to stress instead of reducing it |
| ☐ Let my body language contradict my words | |

Your 24-Hour Challenge

Choose one situation in your daily life where you'll practice NITE:

- ☐ Practice/Training
- ☐ School/Classroom
- ☐ Home/Family
- ☐ Social situation
- ☐ Other

Describe the specific situation:

Which part of NITE will you focus on most?

How will you remind yourself to use it?

Remember

- You don't have to be the loudest to be a leader
- Your energy either lifts or deflates your team
- 90% of communication is non-verbal
- NITE works in quick moments when every word counts
- Leadership is about showing up with clarity, care, and presence