

# POLO TIMES



**LA DOLFINA DO IT AGAIN!**

*The 130th Hurlingham Open*

**POLO TIMES CHRISTMAS  
GIFT GUIDE**

*Festive Inspiration for Everyone*

**BRITISH ARMY TOUR**

*Enjoying the Excitement of Egypt*

**PLUS: Paying Too Much for Your Pet's Prescription? & The Polo Style of Riding**





## Contents

**Publisher**

Nick Hine  
publisher@polotimes.co.uk

**Editor in Chief**

Rosabella Hine  
rosabella@polotimes.co.uk

**Principal Design**

James Morgan

**Design**

Alice Ruddy

**Financial Controller**

Angie Clark  
accounts@polotimes.co.uk

**Accounts & Administration Assistant**

Rosalind Cutter  
ads@hinemarketing.co.uk

**Administration Assistant**

Lynne Berry

**Contributors:**

Donna Barker, Mark Beaumont,  
Gill Glimmerveen, Sophie Hare, Charlotte Inness,  
Fiona Kalies, Dr.med. Andreas Krüger,  
Simon Ledger, Rege Ludwig, Tony Ramirez/  
©www.imagesofpolo.com, Jack Richardson,  
Emma Sheridan & Paul Stalker

**Cover photograph:**

Adolfo Cambiaso secured his 15th  
Hurlingham Open title. By Matias Callejo /  
Prensa AAP

**Contact details**

Hill Farm Studios, Wainlodes Lane,  
Bishops Norton, Glos, GL2 9LN  
Tel: 01452 730770  
email: admin@polotimes.co.uk  
**www.polotimes.co.uk**

### SUBSCRIPTION PRICES

All subscribers receive an exclusive  
weekly newsletter and competition offers

Call on **+44 (0)1452 730 770**

Subscribe online:

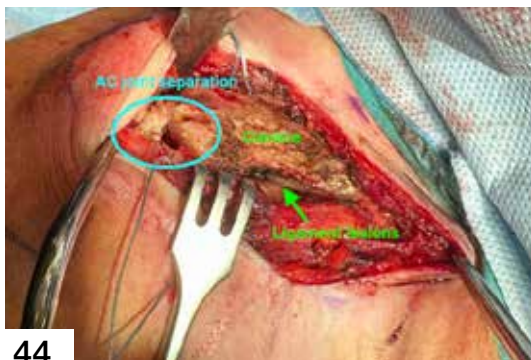
**www.polotimes.co.uk**

© Polo Times Limited 2023 and Database Right 2023  
Polo Times Limited holds the copyright & database right to the information it publishes  
in Polo Times and on the Polo Times website. No content may be reproduced or  
distributed without the consent of the Publisher. 'Polo Times' is the trade mark of Polo  
Times Limited. ISSN 1461-4665

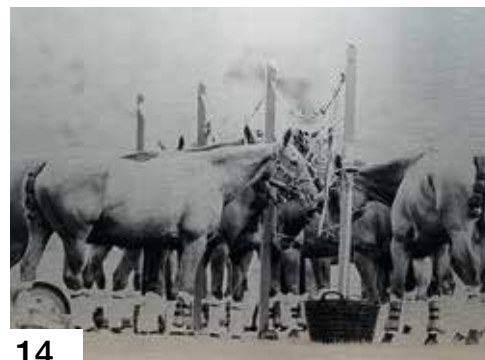
## What's inside... November 2023



22



44



14

### News

- 4 All the Latest News
- 9 Your Letters

### Features

- 12 Polo Hall of Fame 2024 Inductees
- 14 *Polo Times* Christmas Gift Guide

### Reports

- 22 The 130th Hurlingham Open
- 26 The Qualification Tournament

### Club Focus

- 29 Your Club News from Home and Abroad
- 34 Minninnoka Polo & Riding School  
Spotlight

### Youth Polo

- 37 All Aspects of Youth Polo
- 38 SUPA Senior & Junior Schools Friendly  
Arena Tournament

### Military Polo

- 42 The Kings Club Polo Tour

### Knowledge

- 44 Polodoc: Separated Shoulder
- 46 Performance Coach: Why Do Polo Players  
Do That?
- 48 Playing Tips with Rege Ludwig: The Polo  
Style of Riding
- 50 Equine Zen Shiatsu: Relating the Five  
Elements to the Horse
- 54 Nutrition Focus: R&R Time of Year
- 56 Online Veterinary Pharmacy

### Sidelines

- 58 Gossip
- 59 Social Pages

### Polo Directory

- 61 What's On in November
- 63 Classifieds

### Final Bell

- 64 Passions: Jack Richardson

Understanding what it takes to overcome fear and self-doubt has been at the root of Paul 'Stalkie' Stalker's personal transformation. He has proven experience of working with Polo Teams, Patrons and individual players for the past three years achieving outstanding results. With individual clients, Stalkie's aim is to untap, nurture and focus their passion and potential on becoming the best versions of themselves in all aspects of their lives, whatever their starting point



# Why Do Polo Players Do That?

## Understanding your needs for playing polo

When we think about the frequency and speed of the decisions we have to make in the heat of playing polo and the consequences that they have for ourselves, our horses, our team and our supporters – is it any wonder that we sometimes feel under pressure and get decision-fatigued?

The decisions you make and the actions or deeds that they lead to, are all related to the personal needs you have to fulfil in your daily life to ensure your balance, control and happiness.

### How your basic human needs motivate you

I have been lucky to spend time with the world's most prominent mindset coach, author and psychologist Anthony Robbins (who coaches many of the world's greatest achievers in business, sport, politics and film) who has distilled the work of prominent psychologists into a definitive list of six basic human needs.

These are the six needs that I refer to when coaching the mindset of individual polo players and teams.

#### 1) Need for Security

To satisfy the need for security in your polo career, you need to establish consistency and stability. Apart from the certainty of general law and order that we all live by, there are also specific rules, regulations and ways of doing things in polo that provide you with certainty.

This certainty or security is the baseline that allows us to pursue success in the game and live free from worrying about what is allowed and not allowed.

#### 2) Need for Variety

Some people give variety a very high priority in their lives. If this is you, you tend to get bored easily and always need to be looking for the next interesting thing.

You may have a wide variety of friends and hobbies to satisfy this need, but this shouldn't need to detract from your focus



There are six basic human needs

when playing. Polo provides plenty of variety within a match – e.g. very few non-static plays are the same and horses behave in a variety of ways.

#### 3) Significance and Importance

The feeling of significance comes in two parts: internal and external.

Internal refers to satisfying yourself that you are doing something which makes you feel important inside. This is vital for your personal enjoyment of polo.

External involves the image that you wish to project to the outside world. If external significance is important to you, then you will be concerned with how people perceive you. You may reflect this in the clothes you wear, the car you drive, the places you're seen, so that people notice you. There is every possibility that polo will give you the opportunities you need to meet your external significance.

#### 4) Love and Connection

This is a key need for most people. If it is a high priority for you, you need to love and be loved by your team, friends and supporters. You want to feel you are appreciated, accepted and involved.

#### 5) Growth and Learning

If growth is a strong need for you, you want

to learn continuously, develop and build your experiences in polo. You're in it to grow as a player and a person.

#### 6) Contribution

Contribution will be a high priority for you if you are the sort of person who likes to be doing things for others and getting the best out of those around you – a team player who wants to give as well as receive.

### Meeting needs negatively or positively

We all find different ways of satisfying our needs, positively or negatively.

Some are good for you, good for your game and good for your team, others are bad for you, bad for your game and bad for your team.

Just to be clear with a few examples: A positive way of meeting your **security need** might be to have polo coaching lessons with an eye towards improving your game and cementing your career.

A negative way might be by avoiding challenges, keeping a low and lazy profile, and not working on your fitness and skills.

A positive way of meeting your **variety need** might be to pursue a season in a different country, play for an additional team, try a new position, try new techniques.



A negative way might be eating rubbish, binge drinking, quitting a team, changing your horses when there's no need.

A positive way of meeting your **significance need** is to become a polo ninja, to maximise your handicap, to win trophies. Maybe to make a contribution off the field to the wider polo community.

A negative way might be to seek no improvement, to moan and blame other players for your low self-esteem, to be a bully to your team.

Some polo players will meet their **love and connection need** by being the best team player they can be, to be supportive, caring and inspiring.

Negatively, they might meet their need by dominating others, or attention seeking through creating problems and broadcasting them to others.

A positive **growth need** can be emotional, physical or intellectual – through educating ourselves about the game, finding mentors, exposing ourselves to new training methods, nailing our fitness goals.

It is possible to fulfil a growth need negatively by becoming a tyrant in your own team, not putting the hard metres in during a game, disrespecting your groom, not caring for your horses.

Meeting a **contribution need** positively looks like always playing full out, leading from the front, promoting team values and treating others as you wish to be treated.

The converse to this is to be a lone glory-seeker, not sticking to team values, strategy or tactics and not worrying about team success as long as you are the star.

By establishing what your priority needs are, you will understand why you make the decisions that you do, and it will empower to make the best decisions from now on.

### Prioritising your polo needs

By writing down / recording your answers to all the questions below, you will discover your primary list of needs. This list will make you aware of the motivators behind your own decision-making process.

When answering the questions, go with your gut, do not over-think your answers.

In the list below, tick the need that is most important to you i.e. would you sooner have your Love & Connection need met or your Growth need. Would you put your need for relationships over your need to learn for example?

- Which need is more important for you?
  - Love & Connection OR Growth
  - Love & Connection OR Variety
  - Love & Connection OR Significance
  - Love & Connection OR Security
  - Love & Connection OR Contribution
- Which need is more important for you?
  - Growth OR Variety
  - Growth OR Significance

- Growth OR Security
- Growth OR Contribution

- Which need is more important for you?
  - Variety OR Significance
  - Variety OR Security
  - Variety OR Contribution

- Which need is more important for you?
  - Significance OR Security
  - Significance OR Contribution

- Which need is more important for you?
  - Security OR Contribution

Now score yourself one point for every need you have just ticked, e.g. if you ticked 'Love and Connection' five times in the exercise, you put a score of five next to 'Love and Connection' in the list below:

**Need score for Love & Connection =**

**Need score for Growth =**

**Need score for Variety =**

**Need score for Significance =**

**Need score for Security =**

**Need score for Contribution =**

Now you can rank your needs. Your top need will have attracted the most points.

If any of the scores for each need are the same – e.g. 'Growth' scores a total of two and 'Variety' also scores a total of two, then take a look at your table and see which need you voted for when you had to choose between the two of them.

Give an extra point to the need you originally voted for.

Repeat this process between each of the needs that have the same score, to complete your ranking accurately.

### Understanding other people's needs

Conflicts can surface in all areas of polo; on the training field, during a game, even in the bar. It undermines team unity. In these situations, if you understand how the needs of your fellow polo players affect their behaviour, you will be able to diagnose why that conflict has arisen and act for the best.

Conflicts often occur when people meet their needs in a negative way without taking the needs of others into account.

Let's take the case of a senior player who, because of their status and reputation, has an ego and attitude that winds up their teammates. The player may satisfy several of their human needs such as love and connection, significance, contribution, and security, negatively by humiliating and pointing out bad things about their teammates such as not knowing the rules, lack of physicality, lack of horse control, poor stick to ball technique etc.

This approach may make the senior player feel good but it only leads to team disunity. The team may satisfy their own needs by moaning together about the player (the colleagues will feel significant, it will give them connection and security).

Arguments between players may then occur because they want to feel better by taking the power back. But who loses? The team, of course!

Let's remember that you are all on the same team, so meeting needs negatively benefits nobody.

Meeting your needs in a positive way often enables you to feed the needs of others too, resulting in less conflict. The senior player should focus on what their colleagues are doing right, praise them for doing so and ask questions such as, "is there anything you would do to make the team better?" or "if I see anything that could help, do you mind if I point it out?".

This approach is a win-win; not only would the senior player positively meet their needs of contribution, growth and learning, connection and security, but they would also feed the same needs in their colleagues, positively motivating them.

All your basic human needs are ever-present, sitting in your subconscious mind, driving every decision that you make.

When you understand the needs of both yourself and others, you will not only realise the behaviour you need to adapt, but you will also become aware of what makes others feel good and what motivates them.

Act upon this and you will achieve the most favourable outcome from every situation. ✖

