



With the ITM Cup campaigns just finished this edition of the NZRPA Players Own has been edited by the Southland Stags. What rugby team will be the next?

PLAYERS IN BUSINESS

YOUR NAME IN RUGBY WILL ONLY HELP YOU SO FAR WHEN YOU FINISH PLAYING, AFTER THAT IT IS DOWN TO HARD WORK AND GOOD TIME MANAGEMENT SAYS FORMER SUPER RUGBY PLAYER AND SOUTHLAND ICON JASON RUTLEDGE.



JASON RUTLEDGE

38 year-old former hooker Jason Rutledge started his plumbing apprenticeship by default but it is something he will be eternally grateful for. Jason had experienced a concussion in the High School top 4 competition. In 1996 his Mum sat him down and they decided it would be a good idea to take three years off rugby. Jason decided that he needed a trade and after a stint building dairy sheds he thought plumbing might be a bit more interesting than making concrete pits. He did his apprenticeship at Riverton Plumbing and in those days you had to go to Wellington to attend the block courses.

After he finished his apprenticeship he went back to rugby playing club in 1999, got selected for the Southland Stags in 2000 and then made his Super Rugby debut for the Highlanders in

2004 and had a recall in 2009. He started his own plumbing business after the Super Rugby season in 2004 appropriately called Rutledge Plumbing. He was clear that his focus was going to be providing top service. Jason said "Service is key in business. People appreciate good service, good manners and being a tidy tradesman. It is simple things like returning people's phone calls, sticking to time frames and being honest. Time management was crucial while he was playing for the Stags and running his business.

"I was always racing to training and to jobs. It was madness, but I was always looking to the future."

Jason had a bad run with injuries. He had concussions, snapped his Achilles, broke his leg, pulled his right hand pectoral muscle and pulled his bicep off. He stills plays the game with a view to playing till he is a 40 year old. He has four staff under him but is firmly committed to staying on the tools. The father of three with one due shortly knew he always needed to have a plan for life outside of rugby with Super Rugby the icing on the cake.

"During Super Rugby we had plenty of personal development and it is only in retrospect that you truly appreciate the value of it, so I encourage the younger player to really listen up and not take it for granted. You may think you are going to be there forever but you won't be!"

He built his business up over five years and then had to put his business on

hold while he played Super Rugby and then went back to it.

"I was lucky that I had a loyal client base and people who understood that when it came to Super Rugby I had to be full time with my footy. When I came back to the area after Super Rugby my clients came back."

A few years ago he joined forces with his two younger brothers, Callum a builder and Andrew an electrician to form the Rutledge Trade Group.

It was ironic that when Jason had appendicitis his younger brother Callum took his place in the front row of the Stags while he recovered from surgery.

The brothers find that offering all three services under one umbrella of the Rutledge Trade Group has been a smart move for both them and their clients. The family business is going well and clients appreciate the fact that they only deal with one company for everything states Jason. "They don't have to chase other tradespeople up, we do it for them!" said Jason.

Jason reflects on his representative rugby career fondly but has one bit of advice for young players

"Enjoy your time, it is a great lifestyle but remember you are playing a sport, so you have to enjoy it. Work hard and you will get results. You are in the best time of your life so make the most of it."

Rutledge Trade Group

www.rutledge.co.nz

Email: Rutledge.plumbing@xtra.co.nz

Phone: 03 214 3338

"During Super Rugby we had plenty of personal development and it is only in retrospect that you truly appreciate the value of it, so I encourage the younger player to really listen up and not take it for granted. You may think you are going to be there forever but you won't be!"

JASON RUTLEDGE





ANDREW FROGGATT

HORSING AROUND

THEY SAY NEVER WORK WITH ANIMALS OR KIDS BUT ANDREW FROGGATT FROM THE LEAD THE WAY - COMMUNICATION, RELATIONSHIP AND LEADERSHIP PROGRAMME TOTALLY DISAGREES, BECAUSE HE BELIEVES WE CAN LEARN SO MUCH ABOUT A PERSON THROUGH HORSES.

Often referred to as a Horse Whisperer, Andrew and his partner Sam Glazebrook have expanded their operation to offer a unique leadership course out of their stunning base in Queenstown. It is proving to be very popular with people involved in sports and has already been done by Super Rugby coaches, the High Performance Sport NZ coach accelerate programme, rugby players and franchise Personal Development Managers, so we ask them a few questions about their style of 'horsing around'.

Q: WHY HORSES?

A: We use horses because they give us honest and immediate feedback on our leadership style. They act as an emotional mirror of what they see in us. So if we are timid and shy, the horse mimics it and if you are high on energy and aggressive, the horse is uptight and tense. So basically we are looking to be calm, cruisy relaxed but with a presence about us, so when we say something, we mean it. Horses are great for anger management and now prisons are also starting to use them. Horses are being used all around the world in all different environments.



MARK RANBY, JUDY CLEMENT, PETER SINCLAIR, TIM WESTON
FRANCHISE & SEVENS PERSONAL DEVELOPMENT MANAGERS & SANJ SILVA NZCPA

Q: HOW IS WORKING WITH A HORSE GOING TO MAKE A BETTER PLAYER, COACH OR MANAGER?

A: It is not about the horses. We are using the horse as a teaching tool to teach us more about ourselves. You gain huge doses of self-awareness, become more effective communicators and retain what you have learned because of the unique nature of the experience. The lessons learnt are unforgettable. You also learn about your personal energy levels and how to use those to get the outcomes you desire and build better relationships.



MARK RANBY

Q: WHAT DO PEOPLE GET OUT OF IT?

A: It increases self-awareness of people. We video them and people's perception of how they think they are and how they actually are often two entirely different things. The participants do ground base work with the horse setting up boundaries and trust with the horse before they get the horse to take part in a confidence course which requires good relationship building techniques through non-verbal communications. People get huge rewards out of it because it gives them confidence. Some people are quite anti it to start with and then they become the biggest advocates.

Q: WHAT IS THE MOST IMPORTANT THING PEOPLE LEARN?

A: We talk a lot about setting boundaries and concentrating on the basics, so we encourage people not to get ahead of themselves. Don't just assume people know everything, take the time to set the basics and ensure little things are cemented first. Boundaries are important. If someone is late to work or training, it might be 5

minutes then it gets to 10 but if you set the boundaries and sort it out straight away it stops.

Q: WHAT IS THE MOST COMMON FEEDBACK YOU GET?

A: People say they learn a lot about self-awareness and energy levels. It is understanding how to change yourself and how to change other people. People often say to us they have learnt so much more about themselves in two days than any other course they have been on. It is pretty simple - the horse don't give a stuff if you're the coach of the All Blacks or whatever you are, they can only judge you by how they perceive you. People say it is one of the most challenging and rewarding courses they have done.

Q: WHY DID YOU START THE COURSE?

A: One of my client's Dad was watching a session I was doing with a difficult horse that I was training. He said this is what I am trying to teach my staff and said I should offer it as a course. So I did!

Q: WHAT IS ONE BUSINESS TIP YOU WOULD OFFER TO PEOPLE SETTING UP A NEW BUSINESS?

A: You have to have a point of difference, offer something that no one else is doing, be unique and work hard.

Q: WHAT DOES THE COURSE INVOLVE?

A: The beauty of the course is that it is nothing to do with physical stature or fitness, it is about communication. We get people totally out of their comfort zone and challenge them in a way they have never thought possible.



FOR MORE INFORMATION PLEASE VISIT

www.lead-the-way.co.nz

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www.facebook.com/leadtheway



Here are some of our ITM Cup players in action in their personal development programmes where they gain off-field skills to help prepare for life after rugby and learn about different careers options.

PICTURES FROM THE PROVINCES



NORTHLAND



SOUTHLAND WORK EXPERIENCE
BUILDER BEN MCHUGH WITH TIM BOYS,
RUBEN NORTHOVER & YOUNG STAG
APPRENTICE BUILDER JORDAN STEWART



NORTH HARBOUR WITH ALISTAIR MCINTYRE
AKA AUTHOR OF DOUG THE DIGGER



BAY OF PLENTY



AUCKLAND'S BUILDING OLYMPICS

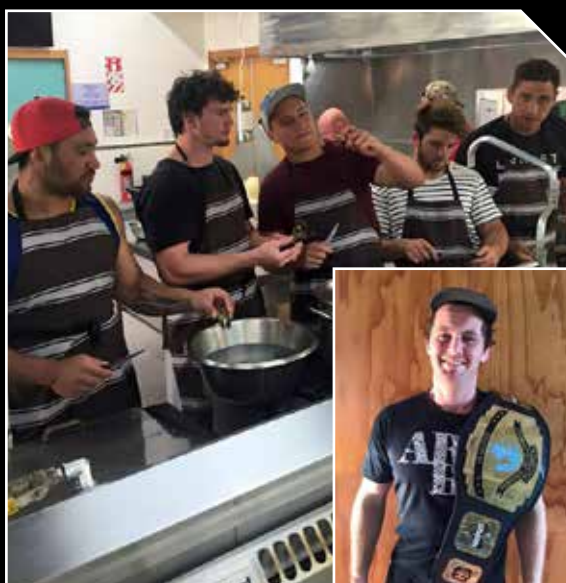




COUNTIES MANUKAU TRYING THEIR HAND AT PLUMBING AND ALSO SAUSAGE MAKING AT DRURY MEATS



TARANAKI VOLUNTEERING AT ROTOKARE SCENIC RESERVE DELIVERING NEW PREDATOR TRAPS IN THE PREDATOR FREE RESERVE. RYAN COCKER, CHARLIE NGATAI, KYLEM O'DONNELL AND SEAN WAINUI.



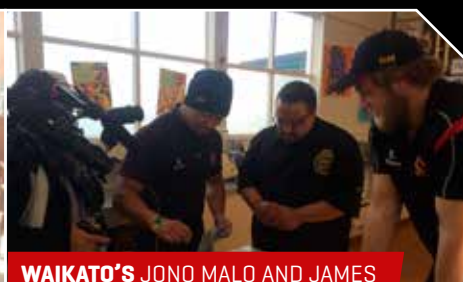
COOKING CLASSES - MASTERCHEF **MAGPIES** STYLE!



OUR **MAGPIES** PD CHAMPION BELT - CURRENT HOLDER TOM STANLEY.



WAIKATO'S DAMIAN MCKENZIE AND WHET DOUGLAS HAVING MORNING TEA WITH THEIR OLDEST FAN, 92 YEAR OLD PAT SULLIVAN.



WAIKATO'S JONO MALO AND JAMES TUCKER FROM WAIKATO FILMING FOR MAORI TV'S SHOW CAM'S KAI



OTAGO'S LEE ALLAN AND MIKA MAFI



TASMAN AT MEDIA TRAINING

Business partners



HOUSE OF TRAVEL



Preferential provider



Southland halfback and former NZ U20's player Scott Eade completed his journalism qualification from Southland Institute of Technology (Zero fees) so we thought we would let him show us some of his journalism skills with these words of wisdom.

PLAYER'S PERSPECTIVE

6 THINGS I KNOW NOW I WISH I KNEW THEN



SCOTT EADE

#1 HAVE A SAVINGS PLAN IN PLACE WITH YOUR MONEY

When you see decent sums of money flowing into your account for the first time it can be easy to spend in large amounts, so be wise and save your pennies. Set goals about what you are saving for, whether it's a car or a house, or just some new clothes. Set aside a bit each month and watch the savings build up, because one day the money could dry up, or even worse disappear.



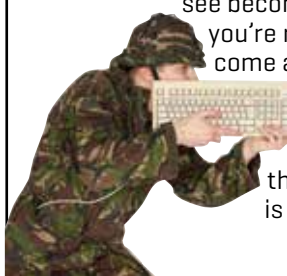
#4 HAVE SOMETHING OUTSIDE OF RUGBY

You've probably all heard this a hundred times, have something, a tertiary qualification or job path sorted for when your rugby career ends. The question you need to ask yourself is, do I want to be stacking shelves for 10 hours a day after once being a professional athlete? The answer should be enough motivation in itself to get off the couch and start sorting a career away from footy.



#2 DON'T TAKE KEYBOARD WARRIORS AS GOSPEL

In an age where we spend a large portion of our time scrolling through our phones, reading everything we see becomes the norm, especially when you're reading about yourself. If you come across 'keyboard warriors' portraying you in a bad light, let it go. If you're unable to let it go, then simple, unfollow the page you have read, no one is forcing you to look.



#5 ENJOY THE RIDE WHILE IT LASTS

Being a rugby player you experience both highs and lows. However it's important to remember that when it's all said and done, rugby is a game which you get paid to play and train with your mates, and have a laugh or two doing it. So next time you're down or angry about a bad game or training, think how lucky you are to be doing what you're doing. These are some of the best times you will have in your life, so make the most of it.



#3 HOW EASY COOKING GOOD FOOD REALLY IS

Moving out of home is one thing, but having to prepare and cook your own meals is something else. It can be a daunting prospect when you haven't really dabbled in the kitchen. But once you realise that as long as chicken isn't pink it is edible, you start to understand cooking isn't all that bad. Even better yet, if you buy yourself a steamer it'll even do the cooking for ya.



#6 SAY 'YES'

As a footy player you often get asked to engage in promotional or community activities. You never know what could come from meeting someone or doing a nice gesture. So next time you get asked to do something as an ambassador for your team, think about who you could meet and the opportunities that could arise from meeting someone, the outcome could surprise you.



PLAYERS REPRESENTED AROUND THE GLOBE

THE VOICE OF THE PACIFIC ISLAND RUGBY PLAYERS WAS ESTABLISHED IN 2013 BY THE PLAYER LEADERS FROM 'THE FLYING FIJIANs, IKALE TAHI TONGA, AND MANU SAMOA. THE PACIFIC ISLAND PLAYERS ASSOCIATION AIMS TO ENSURE THAT BOTH CURRENT AND FORMER PLAYERS CONTRIBUTE TO THE SUCCESS OF PACIFIC ISLAND RUGBY BOTH ON AND OFF THE FIELD.

Follow us on Twitter @
PacificIslandsPA
Follow us on Facebook:
Pacific Island Players
Association
Web: <http://www.pacificislandpa.com>

WHAT WE DO - About 15% of professional rugby players around the world are of Pacific Island descent. This equates to about two Pacific Island players in the starting line-up of every professional rugby team in the globe. PIPA aims to ensure that all these players receive the support they require to perform both in rugby and as people. PIPA firmly believes that **'better people make better players.'** With this in mind, we the players hope to unite and inspire all Pacific Islanders through rugby.

WHO WE ARE - All players who have represented or are eligible to represent either Tonga, Samoa, or Fiji at 7's or 15's make up the membership of PIPA. The players govern PIPA. There are a group of nominated representatives who ensure that the player's voice is communicated and respected. The current PIPA player representatives are:

- **Fiji** Deacon Manu, Akapusi Qera and Seremaia Bai
- **Samoa** Seilala Mapusua and Jack Lam
- **Tonga** Hale T Pole and Siale Piutau



PLAYER SUPPORT - PIPA is a member of the International Rugby Players Association (IRPA) which provides a global network of support and information. Key support programs offered by player associations include:

- Career and personal development programs
- Personal Support
- Professional Rugby education and support (anti-doping, wagering, agents, behavioural risks, contracts, public relations, disciplinary matters and problem resolution)
- Financial, insurance and legal advice.

HISTORICAL AGREEMENT REACHED BETWEEN PROFESSIONAL PLAYERS AND A TIER TWO NATIONAL UNION.

Samoa Rugby and the Samoan players collective have agreed the first ever Relationship Agreement

between a Tier 2 national rugby union and their country's elite players.

The agreement between the Samoa Rugby Union and the Pacific Island Players Association (PIPA) was recently announced. Samoa Rugby Union Chief Executive Faleomavaega Vincent Fepulea'i welcomed the agreement as an important step forward for Samoa Rugby.

"This agreement tells us that we want the same things - for Samoa



THE HISTORIC MANU SAMOA V THE ALL BLACKS MATCH

Rugby to be best it can be on the world stage, and for our players to feel strongly committed to contributing to that. We now live in an era where many of our players are playing professionally offshore, and as a national union we need to be in step with those professional standards".



MANU SAMOA CROWD

NZ RUGBY WORLD
BY THE PLAYERS
FOR THE GAME.

LOOKING FOR A SCHOLARSHIP TO STUDY?

GIVEME WEBSITE HAS ACCESS TO OVER 4,000 SCHOLARSHIPS AND AWARDS FOR INDIVIDUALS. THIS IS A PAID SITE BUT IS USUALLY ACCESSIBLE FOR FREE FROM YOUR LOCAL LIBRARY. IT ALSO OFFERS ONE FREE LOOK.

It offers scholarships for those wanting to pursue: Education, research and fellowships, Arts, cultural and sporting activities, Career change, professional or personal development www.generosity.org.nz/giv-me/

PLAYERS' FAVOURITE RECIPE

Kieran's "QDP Venison"

Southland centre Kieran Moffat shares his recipe that is one that is hoovered back by the flatmates in about 3 minutes!

Preparation:

Slice the venison into thin steaks, approx. 1-2mm thick.

Put baby carrots plus one large tablespoon of Manuka honey in a pot, add boiling water and put on the stove top for approximately 15 minutes, steam broccoli over the pot, infusing the sweetness of the Manuka honey into the broccoli above.

Prepare the couscous by adding 1:1 ratio of Campbell's liquid stock to a pot and bring to the boil. Take off heat and add the couscous, stir in for 30 seconds and cover. Leave off heat for 5 minutes.

Using your favourite peanut sauce, heat gently and put aside.

Heat up the electric fry pan to a high temperature adding a generous amount of olive oil.

Add the venison to the frypan and quick fry for a short while until browned off, approx. 1 minute on either side. Take off heat and let rest for 2 minutes.

Serving

Add couscous to plate along with carrots and broccoli, place venison on the veges and finish with generous amounts of peanut sauce.

Preparation time: 15 minutes

Cooking time: 15 minutes

Eating time with a flat of rugby players: 3 minutes



OUT & ABOUT

At the Sports and Development in the Pacific Seminar

held at MIT in Manukau City organised by MIT & NZ Foreign Affairs and Trade



TIM WESTON [NZRPA], ONOSAI AUVAÁ, KEVIN SENIO [NZRPA], KOLI SEWABO, ROCHELLE STEWART-WITHERS [MASSEY UNIVERSITY], ERONI CARLKE, MICHAEL JONES AND OFISA TONUÚ

Classic All Blacks Tour



BEN ATIGA, TROY FLAVELL & HOANI TUI



CLASSIC ALL BLACKS - HOW MANY CAN YOU NAME?

HUNTING DIARIES WITH WHOPPA



WHAT WE ARE LISTENING TO

Left or Right
(Southland Band)
Tom Petty

Old Crow Medicine Show
Mumford and Sons
James Bay



WHAT WE ARE LOOKING AT

• Rugby Southland
• Elliot Dixon for the All
Blacks page
• Make Elliot Dixon an All

Black page
• Elliot Dixon fan page
(6 members and
climbing)

WELL LET ME TELL YOU
ABOUT THE DAY TIM BOYS
(MY LIFETIME HUNTING
BUDDY AND STAGS

TACKLING LEGEND) AND I WERE FIRST
LET INTO THE WILD BY OURSELVES
ON OUR VIRGIN OVERNIGHT HUNTING
TRIP. AT 22 YEARS-OLD, WE BOTH
HAD ONLY BEEN HUNTING FOR A
YEAR. WE FINALLY GRADUATED FROM
THE WATCHFUL EYE OF OUR THEN
SOUTHLAND COACHES AND HUNTING
MENTORS DAVID HENDERSON AND
SIMON CULLHANE. (THEY BELIEVE
THEY TAUGHT US EVERYTHING WE
KNOW, WHICH TO BE FAIR WAS BUGGER
ALL AT THE TIME, AND TO BE FAIR THEY
ARE BOTH FAIRLY AVERAGE HUNTERS,
THEY ARE RENOWNED FOR BEING
PRETTY GOOD AT TAKING THEIR RIFLES
FOR A NATURE WALK).

Here is the order of events-

2.30 pm: Two excited boys leave
Invercargill and drive two hours and 20
minutes to the Moavora Lakes near Te
Anau.

4.45 pm: Whilst navigating the boggy
terrain towards the hut, Tim's pride and
joy Hilux becomes heavily stuck. Not
even the trusty winch can help this
time. Surprise, surprise there is no
cell phone coverage. Just like a good
old Southland winter night it starts to
snow!

7.00 pm: After a big 2 hour walk out
through the snow we hit a bar of cell
phone reception, finally ring our mate
and explain where we are. But before
we get the reply the cell phone dies!

8.00 pm: Not knowing whether they
are on their way or not, we set up camp
at the truck with a fire so people can
locate us. We have a beer and cook all
our food!

10.30 pm: Help arrives! Our mate got
the message and arrived at our location
(God knows how). We thank him and
send him on his way. We then decide we
have go spotlighting, make the most of
a shitty situation.

12.00 pm: FINALLY SUCCESS!!! We
nail what we think is the best deer ever
about 200 metres down a steep gully
- but for those who know about fallow
deer, it was yearling, no bigger than a
full grown lamb!!! As we approach the
beast it stands and attempts to run,
'Boysi' dives and tackles it. Turns to me
and asks for the knife. I stare at him
blankly and say, I thought you brought
yours! With all the knives back in the
truck, I leave Tim in the dark wrestling
this feisty little deer and return 30 mins
later to find him sweating and flustered.

4.30 am: Driving home finally, excited
and a little confused about the evening
to be fair, then the tyre explodes! The
jack snaps as we lift the truck and for
the second time are now stranded. I
march down the road to a woolshed
that has lights, I see the sheep are in
the shed ready for shearing!!

6.15 am: The farmer on the way to the
shed helps us fix the tyre.

9.00 am: We arrived back into
Invercargill, both of us still proud
as punch of our first ever hunt by
ourselves.

12 days later: After being advised to
hang our deer with the skin on for 10
days we skin the beast and drop him
off at the butcher who looks us up and
down and throws our now greenish
beast into the skip, gives us 3kgs of
sausages and laughs at us.



**STONEY
CREEK**

**Send a hunting or fishing photo and you
could WIN \$250 worth of Stoney Creek
gear of your choice!**

The good folk at Stoney Creek have given us a \$250 credit for someone to spend on any Stoney Creek merchandise of your choice. We know you like things simple, so send us your best high resolution (that means we can print it, so need to be 300kb in photo size) hunting or fishing photo to kylie.sousa@nzrpa.co.nz and the best photo wins. Winner will be contacted by email to arrange your shopping trip and the picture published in the next magazine.



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