



7 steps to a winning team

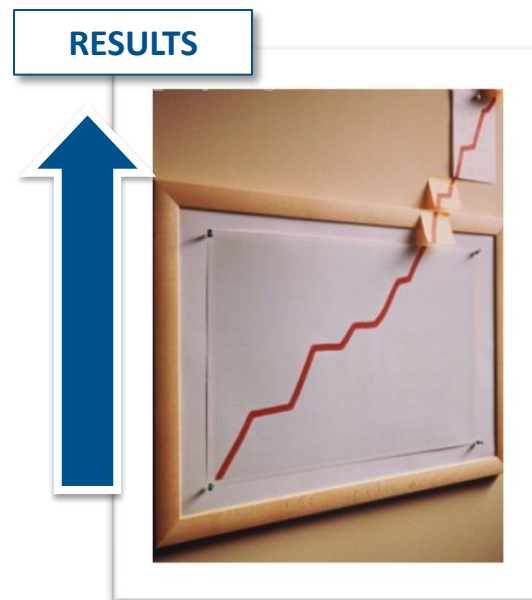
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Above or Below the Line?

Ownership
Accountability
Responsibility

Blame
Excuses
Denial



The Formula for CHANGE

$$(\mathbf{D} \times \mathbf{V}) + \mathbf{F} > \mathbf{R}$$

Dissatisfaction

Vision

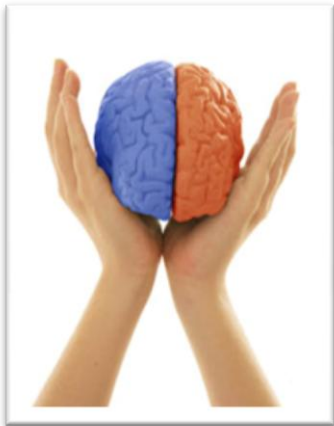
First Steps

Resistance

The Formula for Life Success

BE X **DO** = **HAVE**

Thoughts X **Actions** = **Results**



Why do people stay where they are?

False

Expectations

Appearing

Real



Keys to A Winning Team

1. Strong Leadership



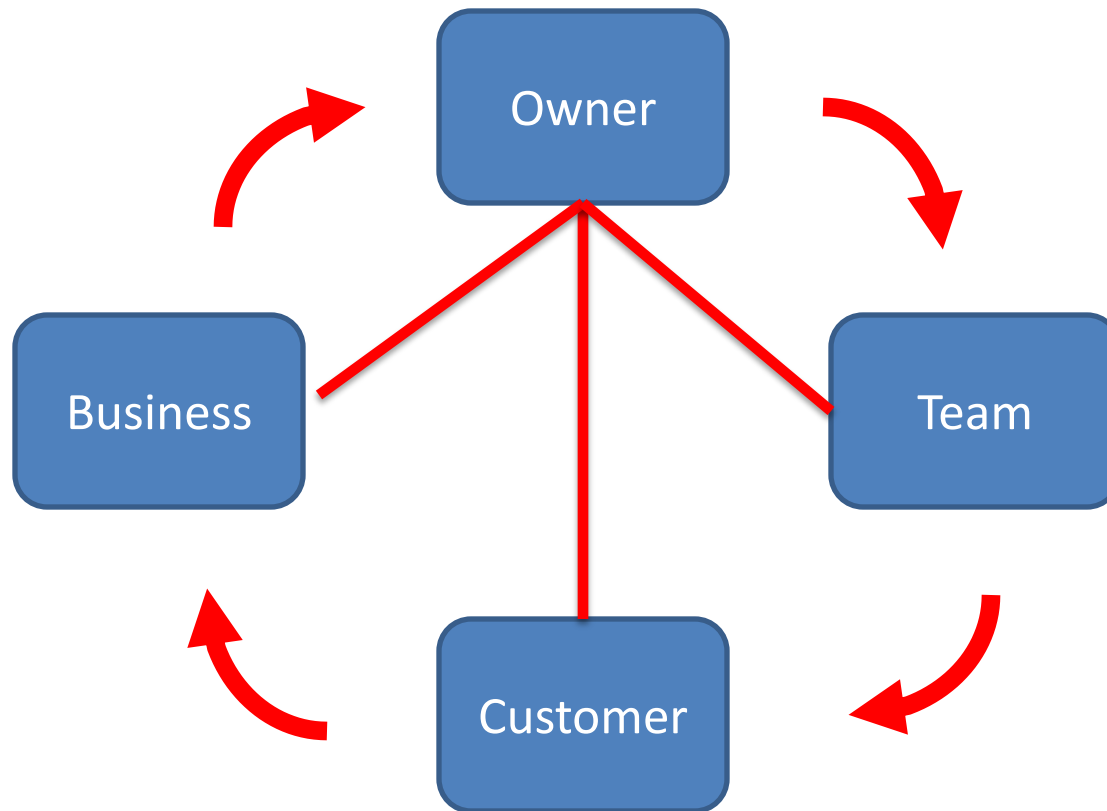
Leadership ...

Passion &

Responsibility



The Cycle of Business



Keys to A Winning Team

1. Strong Leadership

2. Common Goal



Vision ...

Enroll &

Inspire



Keys to A Winning Team

1. Strong Leadership
2. Common Goal
3. Rules of the Game



Standards & Norms

As you raise the
standards some
people won't
come with you ...



Loose : Tight Culture

Tight - Rules - Culture - Context

Loose - People - Content



Keys to A Winning Team

1. Strong Leadership
2. Common Goal
3. Rules of the Game
4. Action Plan



Dreams, Goals, Plans

Action...



Your Action Plan ...

**WHO
DOES WHAT
BY WHEN**



Leading your team...



Meeting cycle and agenda

Delegation

Skill / Fun Matrix

10 minutes saved a day
represents a working
week a year for doing
other things



Your Action Plan...

Positional Contracts

Systems Manuals

Your Plan



Keys to A Winning Team

- 1. Strong Leadership**
- 2. Common Goal**
- 3. Rules of the Game**
- 4. Action Plan**
- 5. Support Risk Taking**



**CREATE just enough freedom to
allow people to be the best that
they can be...**

But what security blanket might
you need?

Keys to A Winning Team

1. Strong Leadership
2. Common Goal
3. Rules of the Game
4. Action Plan
5. Support Risk Taking
6. 100% Involvement/Inclusion

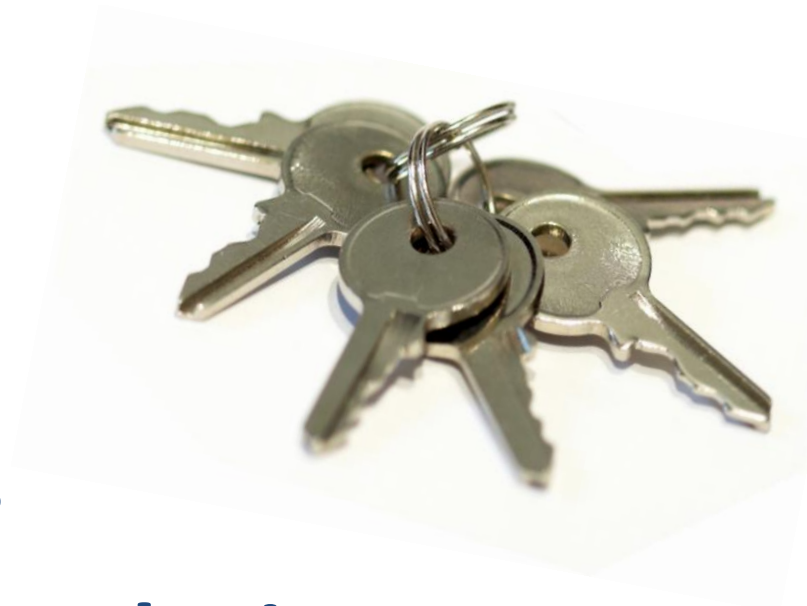


It creates...

TRUST

Keys to A Winning Team

1. Strong Leadership
2. Common Goal
3. Rules of the Game
4. Action Plan
5. Support Risk Taking
6. 100% Involvement/Inclusion
7. Communication



**True communication is
the response that you
get!**

One final point

Words can inspire, **thoughts** can provoke, but only **Action** truly brings you closer to your dreams.