



Realize the Value of T.E.A.M.

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Realize the value of T.E.A.M.

It is not just the work we do but who we do it with.



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POLL QUESTION #1

How many direct reports do you have?

- A. 0**
- B. 1**
- C. 2-5**
- D. 5-10**
- E. 10+**

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Trust



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POLL QUESTION #2

What element is most important for trust?

- A. Time**
- B. Relationship**
- C. Work history/success**



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T rust

There is not trust outside of relationship.

Do I trust them enough to be vulnerable?

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Energy



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POLL QUESTION 3

How much time per week do you spend building the team?

- A. No time**
- B. 30 minutes**
- C. 31 to 60 minutes**
- D. 60+ minutes**

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Energy

There is incredible ROI for this time

Feedforward exercise



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Accountability

You must hold yourself accountable first.

Work to set them up for success.



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Mission

Your Personal Mission drives the
“why”



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POLL QUESTION #4

How do you develop yourself?

- A. Reading**
- B. Podcasts**
- C. Seminars/Workshops**
- D. Conferences**

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Mission

Your Personal Mission drives the
“why”

Your Personal Mission must be
aligned with the company mission

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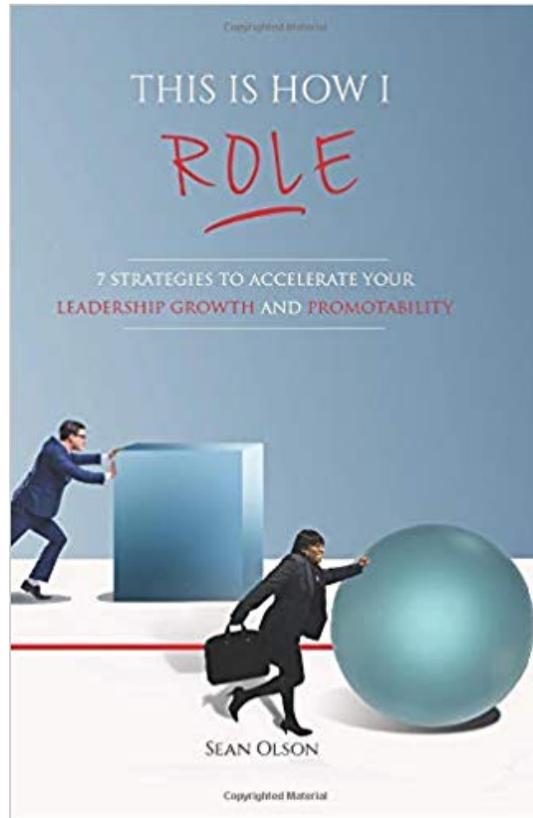
POLL QUESTION #5

What step will you take on Monday to develop your T.E.A.M.?

- A. Have a crucial conversation**
- B. Call a special team meeting to tell them what I have learned**
- C. Start the feedforward process**
- D. Other**



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Q&A

THANK YOU!!