



ONLY THE RULES THAT ARE NECESSARY

Problems start when we make what should remain informal - formal.

REMINDE THE DO, NOT THE DON'T

We often get more cooperation from others by phrasing it as a do versus a don't.

WHO YOU ASK?

Successful people (unlike the unsuccessful) ask the RIGHT people for advice.

WHEN THE TEAM COMES TOGETHER

Strong teamwork can multiply value faster than many other business initiatives.

MANAGED BY A TEAM

Complex business issues cannot be managed by just one person. Requires a team.

SHARE THE DREAM

Everyone sharing the same dream, but bringing different strengths and talents.

TOGETHER MORE THAN ALONE

A look at synergy: it's having the ability to achieve more together than alone.

OFF TIME ENABLES BETTER ON TIME

Without clearing our head, we tend to just repeat what keeps us where we are.

NOT NECESSARY TO BE NEGATIVE

Start by building positive business relationships and you create positive politics.

MAKE THE TEAM THE STAR

We always have to keep our own ego in check and make the team the star.

UNCOVER COMMON OBJECTIVES

Business relationships are built upon a foundation of common objectives.

LISTEN TO THE FULL SENTENCE

You gain better rapport with others by not finishing their sentences for them.

IMPORTANCE OF "WHY"

There is no problem too big when you have a powerful WHY driving you each day.

LOOK FOR PERSONAL COMMITMENT

Success in any initiative comes from everyone making a personal commitment.

WATCH OUT FOR COLD CONFLICT

With cold conflict, people avoid talking about the issues and teamwork suffers.



LOOK PAST THE FAULTS OF OTHERS

Seeing the good in others will bring out more of the "good" in them.

RESPONSE TO CIRCUMSTANCES

In whatever circumstances you face, you have a choice on how you respond.

CHANGE ALWAYS CREATES OPPOSITION

Assume you will always have someone opposing whatever change you drive.

MAKE SPACE FOR THE CONVERSATION

Make the space first, before addressing difficult topics and issues with others.

SAY IN THE WHAT AND HOW

People who have a say in what they do / how they do it will be more motivated.

FIND THE TRUTH IN CRITICISM

Even in the worst criticism, there's something that can help us improve ourselves.

LOSE SMALL TO WIN BIG

Lose the small win in key relationships in order to achieve the big win.

ADVERSITY IS A GREAT TEACHER

How we handle the downs gives us strengths to take more action during the ups.

SAY INFLUENCES THOUGHTS

To gain more clarity on your thinking, share what you are thinking with others!

LOOK BEYOND THE SYMPTOMS

Have the discipline to look beyond symptoms to address the core of the problem.

PROMOTE CONSTRUCTIVE CONFLICT

Conflict on the key issues is good, as it produces stronger solutions.

READ THE EARLY WARNING SIGNS

Be observant to the early warning signs, and small problems never become big.

VALUE DIFFERENCES

When you value the differences in others you learn more about yourself too.

BRING IT TO THE TABLE

Strong leaders are not afraid to bring difficult conversations into the team.

SEEK OUT DISSENTING VOICES

Understand who is against it and you know where your influence is needed most.



DIALOGUE BETWEEN EQUALS

When you view others as equals, you drive more productive conversations.

BLAMING OTHERS QUIETLY BLAMES YOU

Blaming others is like pointing fingers...more are pointed back at you.

HELP OTHERS DEAL WITH REALITY

Problems that get worse are often because people are avoiding the reality.

WAIT OR CREATE IT YOURSELF

Don't wait for others to do it...focus on creating it yourself...be a leader.

NOT LETTING OTHERS DEFINE YOU

You gain more control by defining you instead of letting others do it for you.

ALLOWS US TO RELY ON OTHERS

Trust is the enable that allows us to rely on others...especially in critical times.

STRUCTURE CAN DRIVE AWARENESS

The right structure can drive a team to be more aware of each other's strengths.

AVOID ANSWERING TO "THEY"

With multiple bosses, the goal is decided which one you will disappoint the least!

REAL ISSUE MAY LIE ELSEWHERE

When a problem is not being fixed, the real issue is not being addressed.

HELPS YOU OUT OF TROUBLE

Your communications skills can help you out of trouble in difficult circumstances.

TREAT PEOPLE IN CONSISTENT WAYS

Treat people in consistent ways and never be accused of playing favorites.

GIVE UP SMALL TO GAIN BIG

You achieve your goals faster by not always getting every single thing you want.

SOMETHING IN IT FOR EVERYONE

When there is something in it for everyone, people find a way to work together.

FIGHT THAT NOBODY WANTS

Don't enter fights with others that nobody wants in the first place.

GENERATIONS OF LEADERS

Great leaders build an organization that delivers a generation of leaders.



FLEX STYLE TO GAIN MORE RAPPORT

You have to be adaptable to gain more rapport with those different than you.

WHY WOULD THEY ACT THIS WAY?

Ask yourself, why would they act this way? To understand their frame of mind.

CHOOSE THE RIGHT VIEW FIRST

How you choose to view the situation will determine the options you will see.

SILENCE BETWEEN THE WORDS

The silence between the words can often say more than the words.

TREASURING CONFLICT

Conflict means there is energy in the team. You just need to direct it.

SENSE OF HUMOR

A sense of humor helps you see the fun in almost every situation you encounter.

TRUST THAT THEY WILL DO IT

We need to develop a trust in others that they will find a way to deliver it.