

You Win in the Locker Room First

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The 7 Cs to Build a Winning Team in Business, Sports & Life

Culture:

- → Organizations with sustained cultures have sustained success
- \rightarrow Culture drives expectations and beliefs
 - → Expectations and beliefs drive behaviors
 → Behaviors drive habits
 - \rightarrow Habits create the future
- \rightarrow Know what you stand for put it into process
- \rightarrow Focus on the Root, not the fruit
- \rightarrow Built it up and down everyone creates culture
- \rightarrow Live it, value it, reinforce it and fight for it

Contagious:

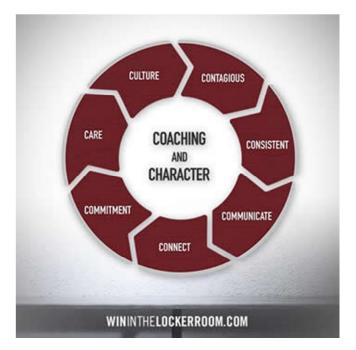
- → Make a decision to be positively contagious (C vs. germ)
- \rightarrow Leadership is a transfer of belief share a powerful vision and mission with your team
- \rightarrow Fill your team with positively contagious team members
- \rightarrow Remove energy vampires
- \rightarrow Adopt a no complaining policy

Consistent:

- \rightarrow Be the same leader whether you are winning or losing
- \rightarrow It's not okay to be moody people don't know what to expect and lose trust in you
- \rightarrow Consistently remove any seeds of complacency
- → Commit to consistent improvement
- \rightarrow Be humble life-long learner; headlines become fish wrap
- \rightarrow Be hungry push yourself and your team to be great

Communicate:

- → Communication begins the relationship developing process relationships are key to winning teams
- \rightarrow Voids in communication are filled with negativity
- \rightarrow Take the temperature listen and learn from your team
- → Reiterate and reinforce your critical messages make sure the leaders are sharing the same messages
- $\rightarrow\,$ Communication fosters collaboration



Connect:

- → Creating a connected team is one of the most important things you do Team beats talent
- \rightarrow Use team-building exercises to build relationships
 - \rightarrow Hero, Hardship & Highlight
 - \rightarrow Defining Moment
 - \rightarrow If you really knew me, you would know this about me
- \rightarrow Create opportunities to connect outside the building
- \rightarrow Connection is a continuous process

Commit:

- → Not just involved your commitment has to be greater than anyone else's in the organization
- \rightarrow It's not about you, it's about the team commit to them
- \rightarrow Focus on making your team better
- \rightarrow Lose your ego and own the problems
- \rightarrow The ultimate commitment is sacrifice

Care:

- \rightarrow A leader who cares builds a team who cares
- \rightarrow Make caring a strategy
- \rightarrow Value team members as individuals
- \rightarrow Develop and share a caring trademark

Coaching:

- \rightarrow True leaders don't create followers...
- \rightarrow They create more leaders
- \rightarrow Coach with optimism and positivity
- \rightarrow Help people become the best versions of themselves
- \rightarrow Ask people to share their goals and help them get there

Character:

- \rightarrow Don't just settle for talent without character
- \rightarrow Character drives talent to greatness
- \rightarrow Leaders are developer of characters as well as talent