

THE POWER PLAY OF THE WEEK

Shareable action-oriented ideas to help grow your business
and your leadership team.

THE PLAY OF THE WEEK

A few weeks ago I had the opportunity to present to a group of courageous family-owned business owners in Texas.

We talked about creating routines that will help them grow their business, without having them working 24/7.

That level of growth starts with doing less, not more.

At the end of the session, we went around the table and each person shared their biggest insight. Over 50% of the leaders choose “starting the meetings with wins”.

I’ve been to a ton of sales and leadership meetings over the last 26 years, and many of them start with issues or problems.

Even in our worst weeks, there are wins to celebrate, and it’s powerful to start the meeting with good energy.

GET ON THE ICE

At the start of every meeting (yes every meeting), have everyone write down their 3 wins from the past week, a mixture of personal and professional, and have them share at least one with the group.

Commit to doing this for the next 28 days and see the difference it makes.

QUOTE OF THE WEEK

“Never underestimate the power of small consistent wins whose effects compound over time.”

— **Hendrith Vanlon Smith Jr.**