

THE POWER PLAY OF THE WEEK

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

THE PLAY OF THE WEEK

Better Results Come from Better Conversations

Sometimes the most powerful changes start with a simple conversation.

I was wrapping up a Zoom call with a business owner when he asked me for some advice about a next-day sales team meeting.

After sharing some tips, I decided to join the meeting for 15 minutes to facilitate.

I led the team through a series of reflection questions like “***What does winning look like in the next three days?***” and “***What do you need to stop doing?***” Those 15 minutes sparked one of their best meetings ever.

The takeaway? When teams consistently reflect and engage in thoughtful conversations, they unlock focus, sharing, and results.

GET ON THE ICE

You can create better conversations with your team starting right now. Use these questions to spark more engagement:

- What does winning look like for us in the next three days?
- What do we need to stop doing to make room for what matters most?
- What do we need to start doing to hit our goals?
- What's one change we'll commit to today that will make the biggest difference?

Have these conversations consistently and watch the transformation.

QUOTE OF THE WEEK

“Communication is the most important skill any leader can possess.”

— Richard Branson