

# THE POWER PLAY OF THE WEEK

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

## THE PLAY OF THE WEEK

*"You can't BS the scoreboard."*

These words from an NHL player carry a profound truth for business leaders. Just as sports have clear metrics for success, your business needs meaningful measurements to drive real results.

The challenge is, many of us are tracking the wrong things. We count hours worked, emails sent, and meetings attended, but these metrics don't necessarily correlate with success or impact.

It's time to change the game by changing what we measure. Instead of focusing on activity metrics, successful leaders track impact metrics—the numbers that actually matter to their business growth and team development.

The scoreboard doesn't lie, but are you watching the right one?

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## GET ON THE ICE

Transform your metrics with these action steps:

- **Audit Your Current Metrics:** List everything you're currently tracking and ask if each truly indicates success.
  - **Define Your Wins:** Identify what small victories look like in your business and start celebrating them.
  - **Track Energy Levels:** Start monitoring your team's engagement and enthusiasm alongside traditional metrics.
  - **Measure Impact:** Create a simple system to track the real difference you're making for customers and team members.
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## QUOTE OF THE WEEK

*"What gets measured gets managed, but what gets measured wrong gets managed wrong."*

— Peter Drucker