



MONDAY MOTIVATOR

CREATED BY PERFORMANCE STRATEGIES
MANAGEMENT CONSULTING GROUP

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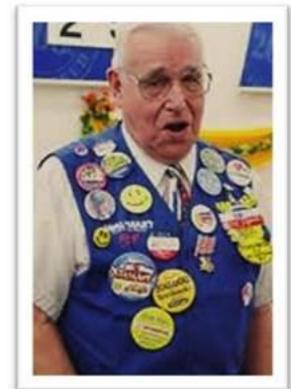
If you're a sports fan you probably know all about teamwork. Teams function best when each person does his or her job to the fullest. What goes through your mind when you think about the word TEAM? Do you consider yourself part of a team? Look at it this way... can you do your job better because of a team around you? If that team were not there could you function at all?

One of the interesting realities of life is that we meet people young and old every day of our lives. They all have a history, a family, a group of friends. They also have a work history but we very often never learn about that part of a person's reality, their past, what got them this far. How interesting it would be if all of us could somehow wear our accomplishments on our jackets like they do in the military. You see, the military depends on teamwork. There is no time for social chat so you can discover if you like your boss or not. Here is a story of teamwork that will give you both a smile and something to think about.

Charley, a new retiree-greeter at Wal-Mart, just couldn't seem to get to work on time. Every day he was 5, 10, or 15 minutes late. But he was a good worker, really tidy, clean-shaven, sharp-minded and a real credit to the company and obviously demonstrating their "Older Person Friendly"- policies. One day the boss called him into the office for a talk.

"Charley, I have to tell you, I like your work ethic, you do a bang-up job when you finally get here; but your being late so often is quite bothersome." Charley said "Yes, I know boss, and I'm working on it." "Well good, you're a team player. That's what I like to hear".

"Yes sir, I understand your concern and I will try harder". Seeming puzzled, the manager went on to comment, "I recall that you're retired from the Armed Forces. What did they say to you there if you showed up in the morning late?" The old man looked down at the floor, then smiled.



He chuckled quietly, then said with a grin, "They usually saluted me and said, Good morning, Admiral, can I get your coffee, sir"?"



So, that old man we see in the Walmart vest with all the buttons and badges on it is easy to take for granted but he was once a powerful team leader of an entire US Navy.

So, what does teamwork mean to you now? Is it something that you are part of or something you only think you're part of but only if someone else mentions it to you? Teamwork is what many people can do as a group that none of them can do alone. Look around you for endless examples. One very visible example is a building. The tallest in the world is half a mile high! Did that require a team?

Or you could start with that cell phone you carry in your pocket or purse or on your belt. Where did all that technology come from? How did it get into your possession for what amounts to less than a dollar per day if you use it for two years? What is the ONE thing that if you left it at home you'd go all the way back to get it? Probably that cell phone. Now try to imagine the teamwork it took to build out the system that makes it all work seven days a week, every day of the year.

Or look at the car you drive, the roads, streets, avenues, boulevards, highways, freeways, bridges and ferries that allow us to use our cars to take us from one place to another. How much teamwork was involved in making all that happen?

Just about everything in our lives depends on teamwork. Food, energy, transportation, housing, retail operations, entertainment, medical care,



banking and even keeping track of an ever-unfolding story that becomes history every day for all the days to come; all require teamwork. TV, Radio, GPS, Pharmaceuticals, chemicals, factories, mining, farming and distribution all require teamwork. Even rowing a boat can require teamwork.

The point of this edition of The Monday Motivator is to remind us that even though we may take for granted so much of what supports us; it all started with a vision, then a plan then a team.



The next time you wonder if your efforts are making a difference try looking at it this way... if your contribution to your team was taken away what would be the impact on the results your team produces?

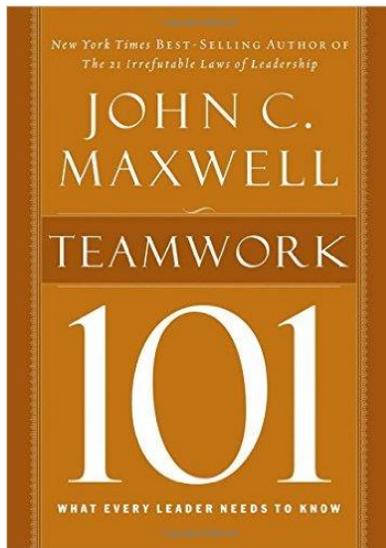
In the world of professional acting there is an old saying ... there are no small parts, only small actors. The same is true for all of us. We don't need to be celebrated screen stars to make a difference. We only need to KNOW that we are part of a team and realize the contribution we make as a result.



A team is the sum of its participants. One person is as important as any other. Coaches know this and teach each person on the team this important fact.

As always, here are a few online and reading tips if you want to research this topic further:

BOOK:



Talent wins games, but teamwork wins championships. "Teamwork is always at the heart of great achievement," says *New York Times* best-selling author John C. Maxwell. "The question isn't whether teams add value. The question is whether we will acknowledge that fact and work to become better team players." This concise, power-packed game plan can help you create an environment that results in victory and fulfillment for the whole team. Learn to:

- Build a team that lasts
- Create positive energy on the team
- Harness a team's creativity
- Identify weak players who negatively impact a team
- Judge if the team can accomplish the dream

And here is a link to a great slide show on teamwork:

http://www.slideshare.net/MarlynAllanigue/teamwork-101?qid=012b47db-5bda-4c83-a2d0-8dd7a2abe697&v=qf1&b=&from_search=6

Until next week, if you know of any business that can use the benefits of highly effective coaching in the areas of organization, time and task management, social media, sales, marketing, customer service, operations, HR, leadership or team-building, have them give us a call at 562-577-7000 or send us an email. We will keep you in the loop on how it's going.

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Our consulting and coaching focus supports management, sales, customer service and operations. Included are sales and management assessment surveys as well as leadership, teambuilding, sales operations efficiency and online tracking projects. Our other team members bring additional disciplines as well. We will showcase them in future editions of this business journal. We are all committed to driving the results you want.