

OWNERSHIP MENTALITY WORKSHOP: PART TWO

EntreLeadership Team Development Series

Objective: Provide team members and leaders with the fundamentals necessary to _____, succeed, and thrive.

In Part One, we said that you must start by owning your:

- MOTIVE
- ROLE
- _____

An ownership mentality is a _____ decision

This decision must be driven by a desire to _____ at a higher level.

Part Two will teach you to:

- Own the _____
- Own your _____

OWN THE SOLUTION

People experience anxiety when their _____ don't align with their reality

We are _____ people, working for _____ people, in imperfect situations.

- Too often, we _____ perfection
- Expect imperfection. Strive for _____

You shouldn't ask for _____ but you should expect them.

Leadership is not measured by your ability to _____ problems but by your ability to solve them.

Business is _____ problem solving

There are 3 actions you can take to own the solution:

1. USE THE RIGHT _____

- Your language is a reflection of your attitude
- Recognize that there is no THEY on your team
- Leverage we, us, and our
- Think constructively not critically

What is one area of work that you say or think with the wrong pronouns?

What is one action you can take to be constructive in this area?

2. REFUSE THE EASY BUTTON

- Always show up with a potential solution
- Don't fear non-fatal mistakes
- Focus on the decision framework just as much as the decision

What is a challenge or problem that is currently holding the business back?

What is one thing you could do to help solve this problem?

3. TREAT YOUR AREA LIKE YOUR _____

- We are all self-employed
- Our job is our business and one of our customers is our leader
- The ownership mentality is an all-in mentality

Your job is your small business.

How does this perspective affect your day-to-day?

OWN YOUR INFLUENCE

In part one, we established that your growth is your _____.

Your growth can't occur in _____

If you want to go far, go alone. If you want to go fast, go together.

Your leader can give you a title, authority, and responsibility. They cannot give you the _____ of your peers.

There are 4 steps to creating and sustaining influence:

- _____
 - Do they know me? Do they care about me?
 - Rapport Score: _____
- _____
 - Can they do their job? Are they consistent?
 - Credibility Score: _____

- _____
 - Are they doing it for themselves? OR, are they doing it to serve others?
 - Trust Score: _____

- _____
 - Do I want to follow this person?
 - Influence Score: _____

The best _____ isn't a strategy at all.

Just be a _____

Do the _____ thing, in the right way, for the right reasons.