



## What Makes It Work! (Rules of Engagement)

- Trust
  - Trust is the fuel that will power your journey
  - What happens in your group must stay within your group!
- Vulnerability
  - Without it there will be no trust . . . lean in . . . embrace uncomfortable
- Accountability
  - Care enough to commit to holding each other accountable
  - This is a gift many of us don't often receive
- Balanced Sharing
  - Balance candor with curiosity
  - Be equally interested in others opinions as you are about sharing yours
- Sandbox Skills
  - Be kind . . . we all need more nice in our lives
- No Poaching or Selling
  - Share your cool ideas and let others engage if they are interested

## Problems We Can Help You Fix

- Competitive Overlap
  - Full transparency is essential to create a highly functioning group
  - If two or more people in your group share a product or territory overlap that may compromise sharing then let us know and we will work to find a solution
- Not Going to Same Place
  - Start by being open minded that there are a lot of different routes to the same location
  - Groups with diverse practice models have thrived getting to "better" different ways
  - If you don't feel you can get where you are going with your group please reach out to the facilitators

## Problems We Can't Fix

- Untrustworthy
  - If you compromise your group's trust and it cannot be resolved within your group you will be asked to leave the program
- Not Accountable
  - Your group will be counting on you to show up and follow up
  - Failure to do so will result in you being asked to leave the program
- Already Know Everything
  - Self-certainty is the enemy of growth and toxic to this program
  - Unwillingness to accept feedback or be open minded will result in expulsion

## Your (Group) Responsibilities

- Vote Members On-Off Island
- Select Leader
  - Rotating one year terms (Starting at Summit)
  - Coordinate agenda for meetings
  - Facilitate discussions-issue processing
  - Make it fun!
- See What Makes It Work!

## Our Role (PPS and Facilitators)

- Coordinate Meeting Logistics
- Ensure "Best Fit" Groups
- Facilitate New Group Dynamics
- Provide KPI Benchmarking Data
- Evolve Chemistry of Groups
- Share-Teach Group Best Practices
- Provide Access to New Members