

MAXIMUM...

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MAXFACT #27

“Try not to become a person of success, but rather try to become a person of value.”

– Albert Einstein

“Do as I say, not as I do.”

Now there is a real morale killer. If you want to see your team wither, then conduct yourself using this approach.

Conversely, if you want to see a team flourish, then give them something of merit to follow.

Prove to them through your actions that you have their backs.

If you have questions or comments about today's **Focus** message, please contact us at...

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MAXIMUM
Business Consulting, LLC
a mentor capital firm

...FOCUS

Where's YOUR head? Seriously.

Can you honestly look in the mirror and say that you're 100% focused on serving your team members and your customers? If not, then do you return a commensurate amount of your pay check back to the business?



Sound ridiculous? Well, here's a reality check. If you aren't totally focused on fulfilling your role, especially in today's environment, then you need to determine what you're going to do about it. Business is about “all hands on deck”...and that includes YOU.

Being proactively involved in guiding, teaching, leading, and serving IS your responsibility. Only you know if you are giving 100%...or if you are faking it.

Leave no doubt among your peers, team members, and customers. Give your very best every single day.

We invite you to share this memo with a friend.

Ponder This...

Does our management style *truly* inspire the team to strive harder?