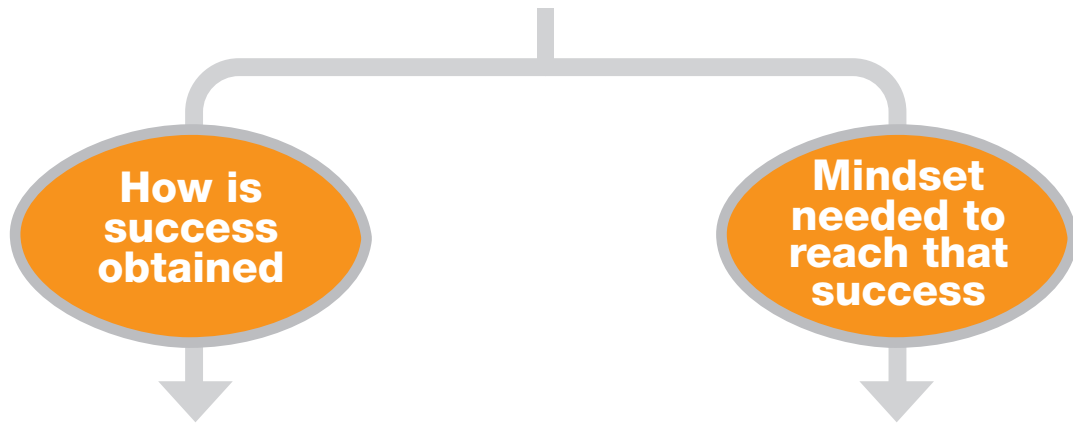


# Leading and Maintaining TOP PRODUCING TEAMS

## Understanding Your Role/Position as Middle Management/Manager of Others



**Advisor**

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**Manager**

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**Get your team to**

**to you as a leader**

**Your Individual Success**

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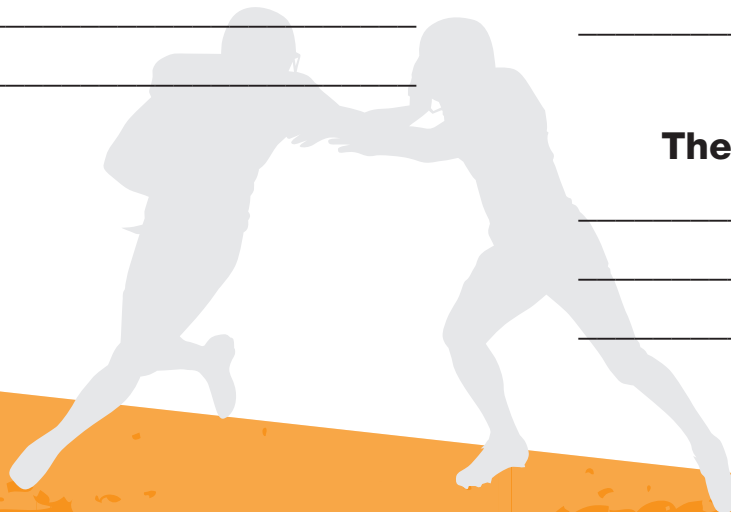
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**The Team's success**

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# Identifying the “PLAYERS” on Your Team

**Do you know where every member of your team ranks?  
Do your team members know where they rank?**

		Skill / Performance	
		YES	NO
Will / Values	YES	<b>A</b>	<b>B</b>
	NO	<b>D</b>	<b>C</b>

## A-Player Definition

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## C-Player Definition

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## B-Player Definition

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## D-Player Definition

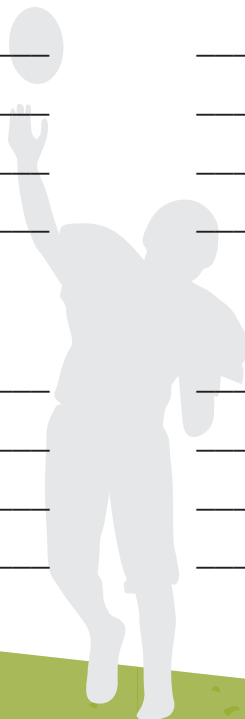
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# The PLAYBOOK

## Step 1: Coaching & Development of Staff

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## Step 2: Accountability

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## Step 3: Encouragement

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