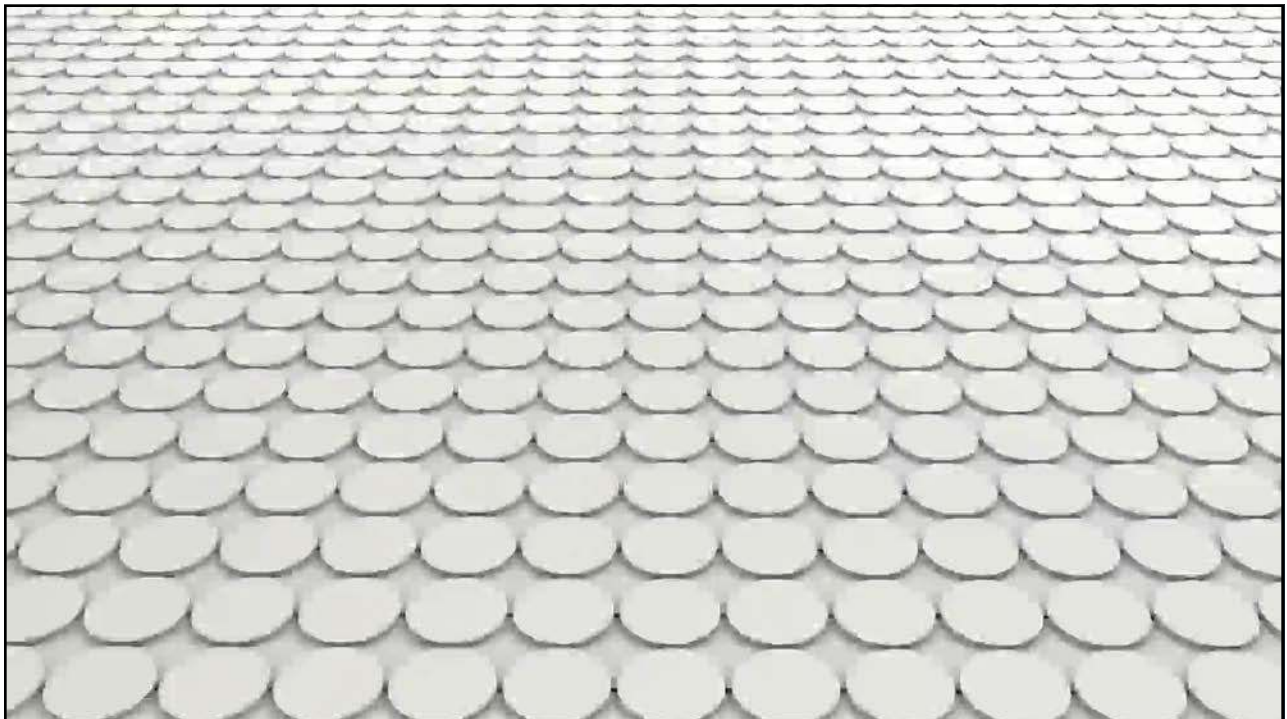


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10

Success Leaves Clues



11

Consistent Formula of Winning Teams



**Culture Happens by
DESIGN or DEFAULT**

Don't forget
www.dontforget.com

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Culture is not an initiative.
Culture is
the enabler of all initiatives.

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www.donjaeger.com

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Culture is more than a Buzz Word



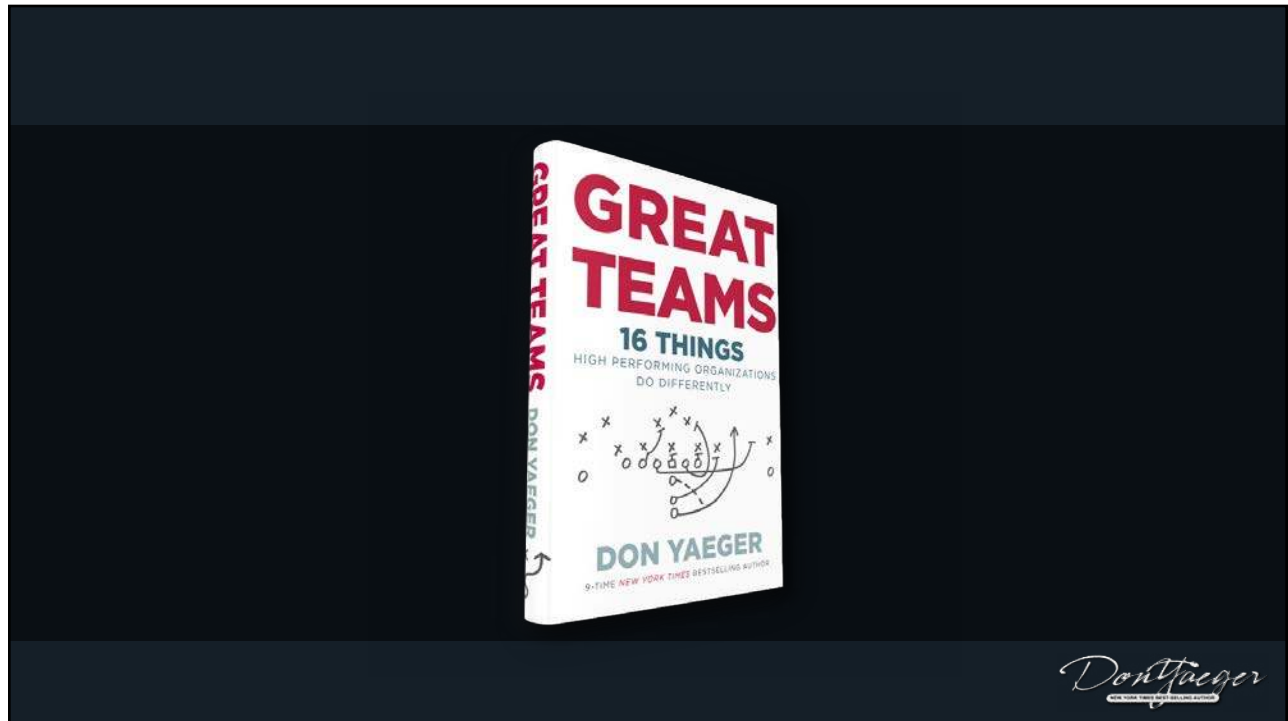
Culture is:

The values, attitudes,
standards, & beliefs acceptable
in a team's environment

The **COMMON** language
of your team

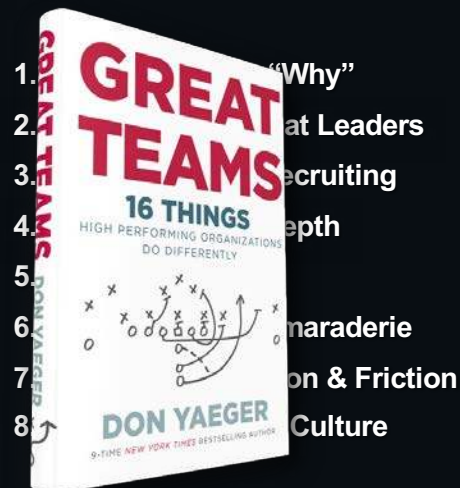
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16 Things **GREAT TEAMS** Do Differently



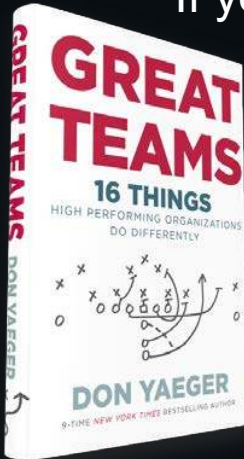
1. "Why"
2. at Leaders
3. recruiting
4. depth
5. camaraderie
6. on & Friction
7. Culture
- 8.
9. Adjust to Leadership Transitions
10. Adapt & Embrace Change
11. Run Successful Huddles
12. Improve through Scouting
13. See Value Others Miss
14. Win the Critical Situations
15. Speak a Different Language
16. Avoid the Pitfalls of Success

16

GREAT TEAMS

If you'd like to receive notes & key slides

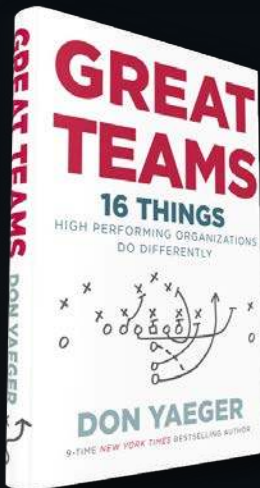
Scan Here



Don Yaeger
9-TIME NEW YORK TIMES BESTSELLING AUTHOR

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They Connect... by **FEELING** their **WHY**



1. **Connect to their "Why"**

2. Have/Develop Great Leaders
3. Culture Shapes Recruiting
4. Create & Retain Depth
5. Have a Roadmap
6. Strive to Build Camaraderie
7. Manage Dysfunction & Friction
8. Build a Mentoring Culture
9. Adjust to Leadership Transitions
10. Adapt & Embrace Change
11. Run Successful Huddles
12. Improve through Scouting
13. See Value Others Miss
14. Win the Critical Situations
15. Speak a Different Language
16. Avoid the Pitfalls of Success

Don Yaeger
9-TIME NEW YORK TIMES BESTSELLING AUTHOR

18



19

“The awe-factor was gone for us...

The rest of the world caught up and we didn’t adjust quick enough.”

Jim Tooley
CEO of USA Basketball

20

USA Basketball sought new Leadership



Jerry Colangelo



Mike Krzyzewski



21

Prior to the FIBA World Championships in Japan

Coach K created a
“Feel-It Moment”
 for Team USA



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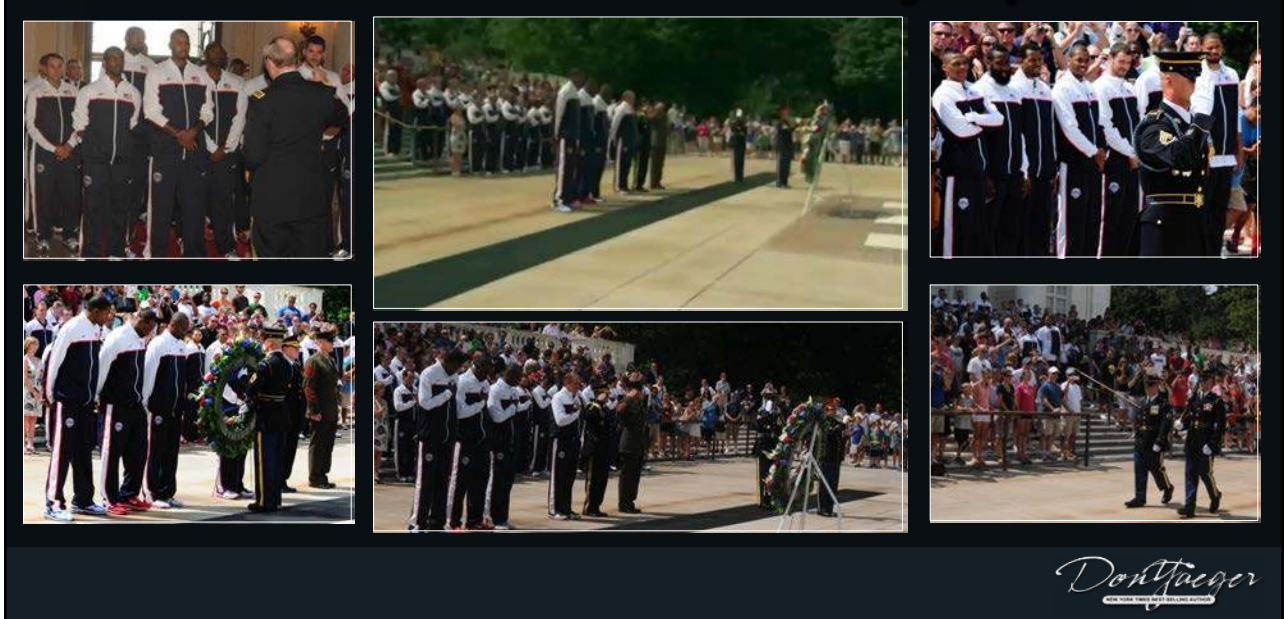
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Prior to the London Olympics



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Prior to the London Olympics



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General Martin Dempsey walked the team through Arlington National Cemetery

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Every
Great Team
FEELS their WHY!

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And “Feeling It” Matters... Especially to Millennials and Gen Zs!

By 2030,
about **75% of the workforce**
is projected to be from these
generations.

The **#1 motivator** for
millennials - #2 for Gen Z - is that
they feel their work matters.



Source: Forbes

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And “Feeling It” Matters for Employee Engagement...

Forbes

How To Respond To The Great Resignation: Attracting And Retaining Talent



A Phenomenon Never Seen Before

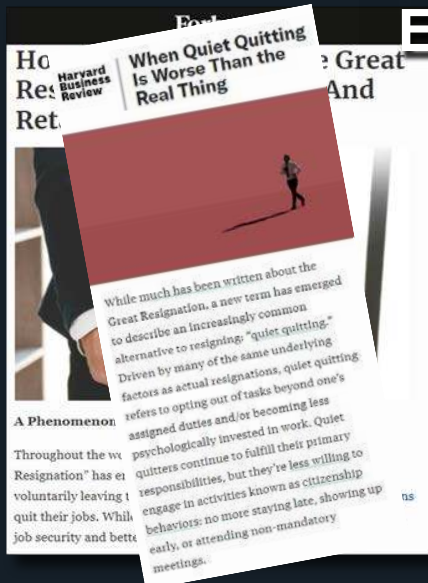
Throughout the working world, a phenomenon called the “Great Resignation” has emerged. More than ever before, people are voluntarily leaving their jobs. In August alone, 4.3 million Americans quit their jobs. While some people have left the workforce entirely, job security and better pay are top concerns for others.

Anyone remember
the
“The Great Resignation”?

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And “Feeling It” Matters for Employee Engagement ...

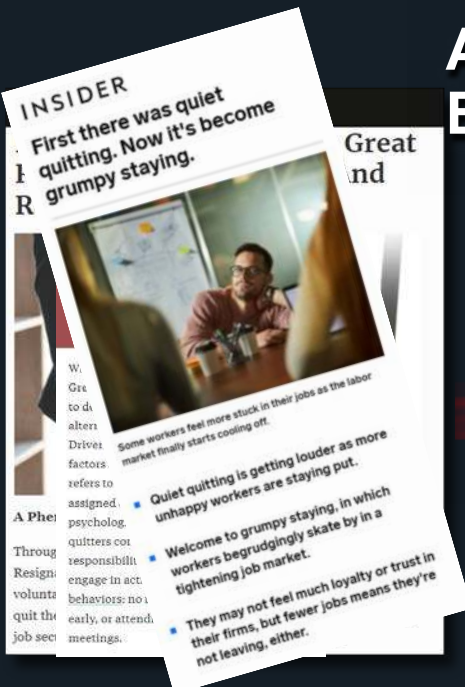


Or How About “Quiet Quitting”?

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And “Feeling It” Matters for Employee Engagement ...



And now we have “Grumpy Staying”

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Common Denominator: Employee Disengagement ...

How do you overcome Employee Disengagement? You get people to FEEL why what they do matters.

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Understanding the “Why”

MAKE-A-WISH®

The Make-A-Wish Foundation has granted **more than 500,000 wishes**

Don't Jaeger

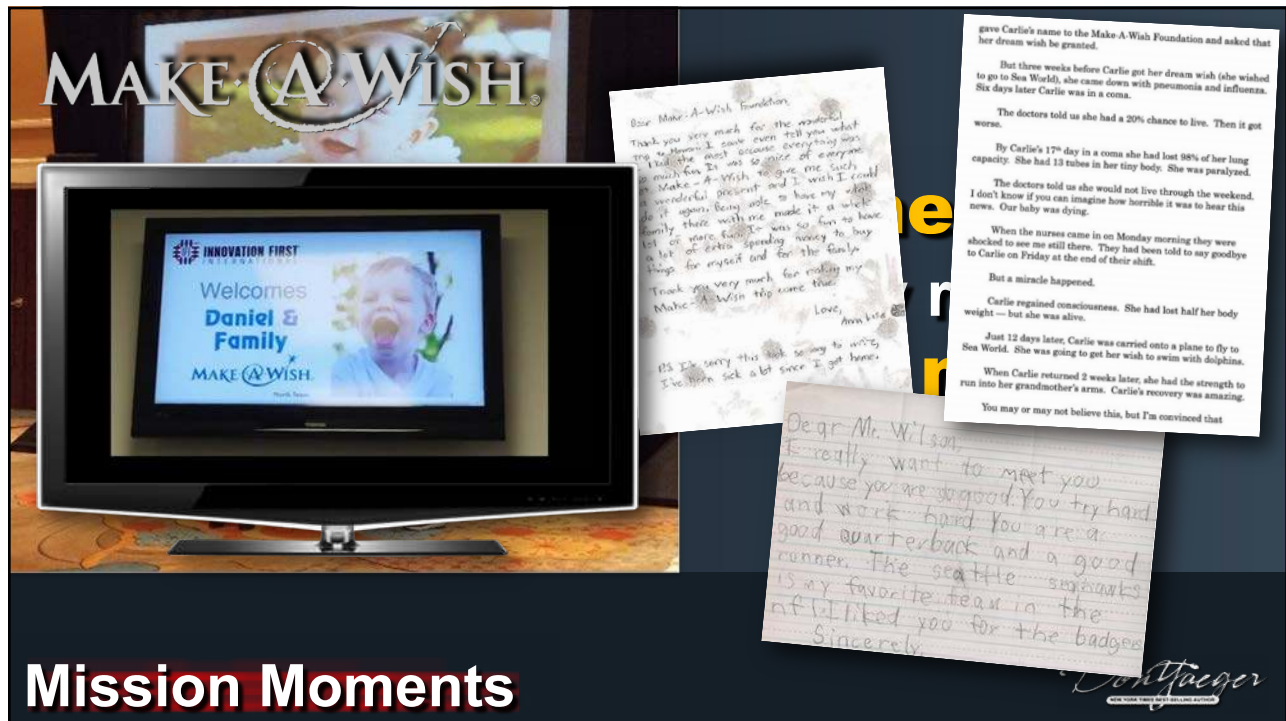
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TWO QUESTIONS...

Is everyone convinced that Feel-it moments could make an impact on your team?



Don't Jaeger
NEW YORK TIMES BESTSELLING AUTHOR

38

TWO QUESTIONS...

How many of you are wondering how you can create Feel-it moments for your team?

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**Here are 3 Ways
your team can Create
impactful
Feel-It Moments**

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3 WAYS to Create “Feel-It Moments”

1. PRODUCT IMPACT

What happens to those we
serve if we fail?

How much better off are they
if we succeed?

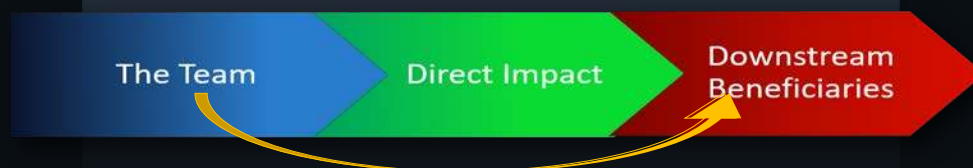
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3 WAYS to Create “Feel-It Moments”

1. PRODUCT IMPACT

Focus on the Direct Impact as well
as the Downstream Beneficiaries



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3 WAYS to Create “Feel-It Moments”



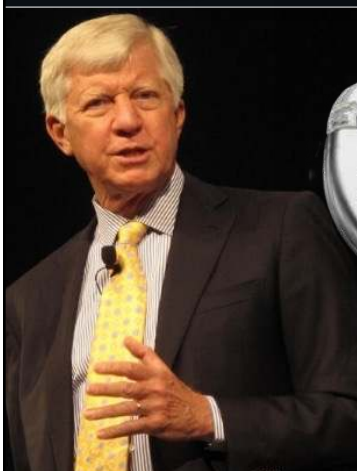
Bill George
Longtime CEO, Medtronic



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3 WAYS to Create “Feel-It Moments”



Bill George
Longtime CEO, Medtronic



“Being consistently successful requires constantly reminding everyone about their Great Purpose.”



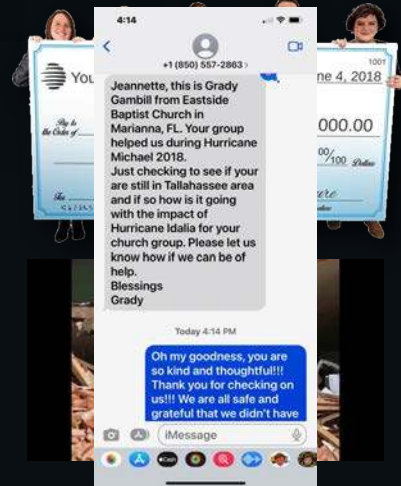
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3 WAYS to Create "Feel-It Moments"

2. COMMUNITY IMPACT

In addition to financial donations, how can we impact our community?



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3 WAYS to Create "Feel-It Moments"

3. TEAMMATE IMPACT

What can we do that is impactful for one of our teammates?

Is there something we can do to help them in their struggle?

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3 WAYS to Create “Feel-It Moments”

3. TEAMMATE IMPACT



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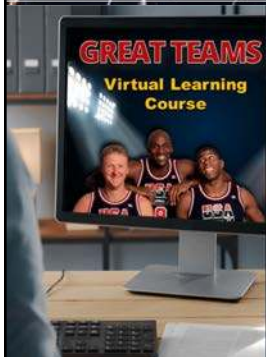
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Every
Great Team
FEELS their WHY!



Understand
WHO YOUR WHY
matters to!



Commit to
STUDY OTHER
Great Teams!



Find your
FEEL-IT
Moments!

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