

# GET IN THE GAME

## Implementation Workshop Series



When you are ready to implement The Great Game of Business in your organization, getting started will likely prove a challenge. After all, the concept is simple – it's just not easy. But you don't have to go it alone.

The Get in The Game Workshop Series was designed to equip your team with the same powerful tools, practices and know-how our experienced Coaches have used for more than 17 years when implementing The Great Game of Business.

Your team – guided by Great Game Coaches - will use a well-proven 10 Step approach to implementing and sustaining Open-Book Management.

1. Begin with the Right Leadership
2. Share the “Why” Before the “How”
3. Open the Books
4. Apply High-Involvement Planning
5. Focus on the Critical Number™
6. Provide a Stake in the Outcome
7. Act on the Right Drivers
8. Keep Score
9. Follow the Action
10. Create Wins

We limit the attendance in this workshop series to ensure that you receive the personal attention you need from our coaches and facilitators. This is a hands-on, highly interactive experience where you will learn, share, and discuss the unique challenges and rewards of running a workplace “Open-Book”. Back at your organization between our monthly full-day sessions, participants will implement the GGOB management system step-by-step.

<b>Features &amp; Benefits</b>				
Revenue	< \$10M	\$10M-\$25M	\$25M-\$50M	\$50M+
<b>Number of Participants from your organization</b>	2	3	4	5
<b>Full-Day Interactive Educational Meetings</b>	Monthly	Monthly	Monthly	Monthly
<b>Annual High-Involvement Strategic Planning Template &amp; Support</b>	Yes	Yes	Yes	Yes
<b>Free Seat to all local Seminars</b> Value: \$25 Each	2	3	4	5
<b>Free Seat to all local Workshops</b> Value: \$200 Each (approximate)	2	3	4	5
<b>Free attendance to annual “Gathering of Games” international conference in St. Louis</b>	2	3	4	5
<b>Online Participant Collaboration</b>	Yes	Yes	Yes	Yes
<b>Individual/in-company Coaching &amp; consultation</b>	Customized – Call to Discuss			

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**Group now forming to start April 2012**

## GET IN THE GAME PROGRAM SCHEDULE

<b>April 2012</b>	<p><b>Begin with the Right Leadership</b></p> <ul style="list-style-type: none"> <li>• Great Game of Business in-depth Overview</li> <li>• Leadership buy-in; leading in a “glass house”</li> </ul> <p><b>Share the Why Before the How</b></p> <ul style="list-style-type: none"> <li>• "Why" for leaders and employees; crafting the message for employees</li> </ul>
<b>May 2012</b>	<p><b>No Meeting – all participants attend</b>  <b>“Gathering of Games” International Conference in St. Louis</b></p>
<b>June 2012</b>	<p><b>Open the Books – Part 1</b></p> <ul style="list-style-type: none"> <li>• Preparing for Appraisal:             <ul style="list-style-type: none"> <li>○ Surveys</li> <li>○ Financial analysis</li> <li>○ Financial literacy</li> </ul> </li> </ul>
<b>July 2012</b>	<p><b>Open the Books – Part 2</b></p> <ul style="list-style-type: none"> <li>• Analyze the Appraisal:             <ul style="list-style-type: none"> <li>○ Surveys</li> <li>○ Financial analysis</li> <li>○ Financial literacy</li> </ul> </li> </ul>
<b>August 2012</b>	<p><b>Apply High-Involvement Planning</b></p> <ul style="list-style-type: none"> <li>• Critical Number workshop</li> <li>• Create budget</li> <li>• Set targets</li> <li>• Assign line items</li> </ul>
<b>September 2012</b>	<p><b>Focus on the Critical Number</b></p> <ul style="list-style-type: none"> <li>• Company overview and rollout</li> <li>• Share appraisal results</li> <li>• Messaging</li> </ul>
<b>October 2012</b>	<p><b>Act on the Right Drivers</b></p> <ul style="list-style-type: none"> <li>• Department drivers &amp; scoreboards</li> </ul>
<b>November 2012</b>	<p><b>Follow the Action &amp; Keep Score</b></p> <ul style="list-style-type: none"> <li>• More on scoreboards</li> <li>• Huddles</li> <li>• Forecasting</li> </ul>
<b>December 2012</b>	<p><b>Create an Early Win; Small Wins</b></p> <ul style="list-style-type: none"> <li>• Mini-Games</li> </ul>
<b>January 2013</b>	<p><b>Provide a Stake in the Outcome</b></p> <ul style="list-style-type: none"> <li>• Bonus plan design</li> <li>• Overall awards, rewards, recognition</li> </ul>
<b>February 2013</b>	<ul style="list-style-type: none"> <li>• Progress Report: Accountability &amp; Results</li> <li>• Troubleshooting</li> <li>• Q&amp;A</li> <li>• Financial Literacy for Employees</li> </ul>
<b>March 2013</b>	<ul style="list-style-type: none"> <li>• Progress Report: Accountability &amp; Results</li> <li>• Troubleshooting</li> <li>• Q&amp;A</li> <li>• Graduation</li> </ul>

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