

brilliant   
ENGAGED LEARNING



# PEOPLE DIFFERENTIATION

**A's** = Filled with PASSION. Committed to making things happen. Open to new ideas and blessed with lots of runway ahead of them. Ability to Energize themselves and everyone they come in contact with. Make the business productive and fun at the same time. Possess the 4 "E's"

**B's** = Heart of the Company. Critical to operational success. Missing ingredient is Passion.

**C's** = Someone who can't get the job done.



# Key Leadership Ingredients

## “E<sup>4</sup>”

- **Energy**

Enormous Personal Energy – Strong Bias for Action

- **Energizer**

Ability to Motivate and Energize Others – Infectious Enthusiasm to Maximize Organization Potential

- **Edge**

Competitive Spirit – Instinctive Drive for Speed/Impact – Strong Convictions and Courageous Advocacy

- **Execution**

Deliver Results

**Values and Performance Critical to Success**