

Discover How to **'LIFT'** Your Business

Rory Underwood MBE DL



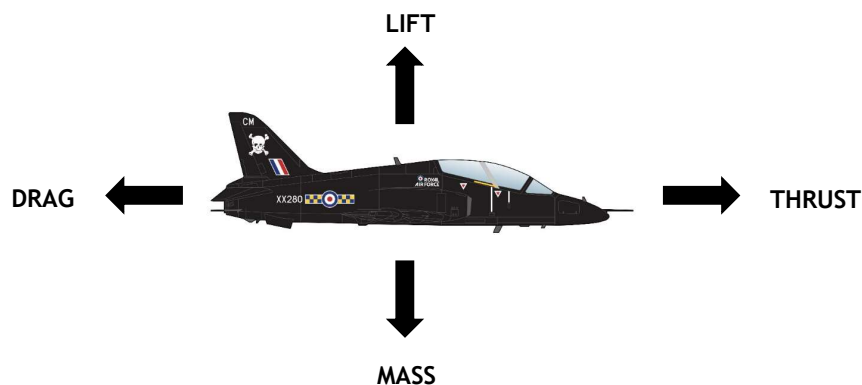
11th March 2020



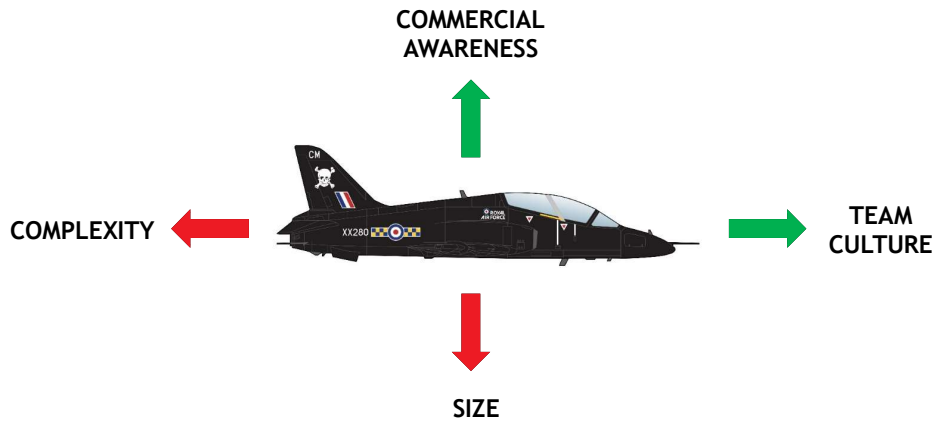
WINGMAN
PERFORMANCE CONSULTANTS

How many of you here believe that the **teams** in your business are **performing** to the best of their **ability**?

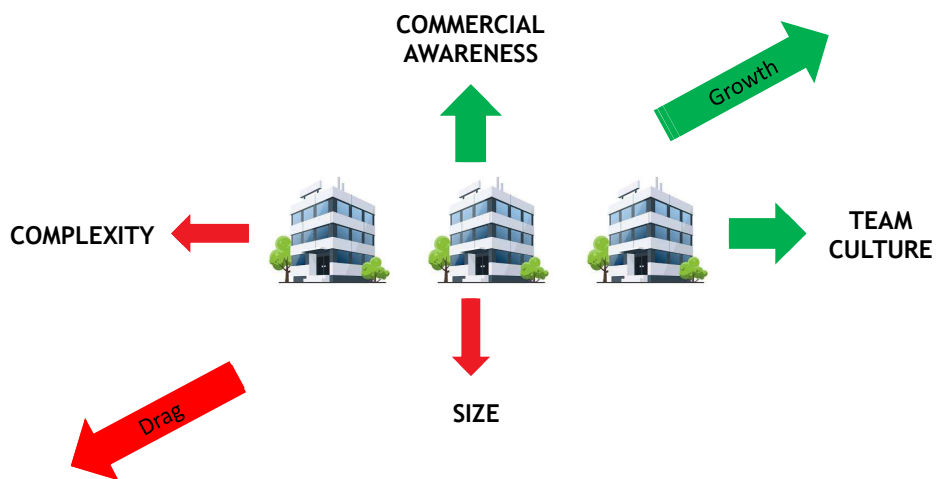
Principles of Flight



Principles of Flight



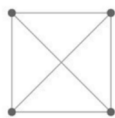
Principles of Business



The Communication Conundrum



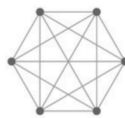
3 people
3 lines



4 people
6 lines



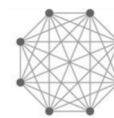
5 people
10 lines



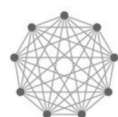
6 people
15 lines



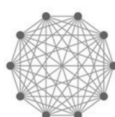
7 people
21 lines



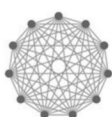
8 people
28 lines



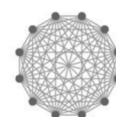
9 people
36 lines



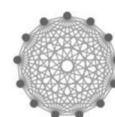
10 people
45 lines



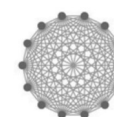
11 people
55 lines



12 people
66 lines



13 people
78 lines



14 people
91 lines

Why Companies Fail to Grow Effectively -The Eight Assumptions

1

People automatically know how to work as a team

2

Individuals are doing the jobs that they are supposed to be doing

3

Everyone knows what others contribute towards the bigger picture

4

Individuals are in the right job and have the right skillset

5

Teams know how to work with other teams

6

There is a strategy to ensure we communicate effectively

7

Standards are aligned and everyone is working the same way

8

The team culture is conducive to high performance



The Eight Assumptions - How Often Do You Assume

1	People automatically know how to work as a team	○ ○ ○ ○ ○ ○ ○ ○ ○ ○
2	Individuals are doing the jobs that they are supposed to be doing	○ ○ ○ ○ ○ ○ ○ ○ ○ ○
3	Everyone knows what others contribute towards the bigger picture	○ ○ ○ ○ ○ ○ ○ ○ ○ ○
4	Individuals are in the right job and have the right skillset	○ ○ ○ ○ ○ ○ ○ ○ ○ ○
5	Teams know how to work with other teams	○ ○ ○ ○ ○ ○ ○ ○ ○ ○
6	There is a strategy to ensure we communicate effectively	○ ○ ○ ○ ○ ○ ○ ○ ○ ○
7	Standards are aligned and everyone is working the same way	○ ○ ○ ○ ○ ○ ○ ○ ○ ○
8	The team culture is conducive to high performance	○ ○ ○ ○ ○ ○ ○ ○ ○ ○



Creating an environment where high performance is inevitable

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