



## GROUP DISCUSSION (20+ MINUTES)

1. Do you know what our team vision is? How about our purpose [If you didn't do the Exercise above]?
  - a. If not, let's talk about where we are headed. Where do you think we are headed? Where should we be headed? What's our purpose? Then, what's our vision for the future?
2. Vision isn't just about the team vision, it's also about setting your own vision for your future. Does anyone have a personal vision statement they'd like to share?
3. Vision is seeing things before they happen or before people could even consider they could happen. But hindsight is 20/20. How do you know your vision is the right vision? What are some signs to look for?
4. We may not be the next Netflix, Airbnb, or Uber, but what do you think we can do to avoid being the next Blockbuster, or making the same mistakes as Reebok or Kodak?
5. Alan says, "Your comfort zone is your cage." Protecting a lead doesn't work. What's the lead we are protecting? Is there something we are holding onto that's holding us back from achieving more?
6. If you had to sum up in one word what this team does, what would it be? Think back to Apple. Their word was simplicity.



## DO THE WORK

Read the next chapter (Culture) and complete that portion of the workbook before the next session.