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Subject: Batting Practice for Managers1/19/23

Thursdays: Batting Practice...

Help to become a better leader. Topics like Coaching; Better Sales Meetings; Developing Your People; Hiring Winners and more!

From Sleete

The Strength Of Your Team Is Only As Strong As Your Weakest Link

The "C" Player



You can't afford one of these anymore!

Note the goose at the back and to the side of the pack. THAT'S a C Player. They go out like everyone else, but they do it with hesitation. They have to be pushed. They hold back forward motion. They take attention away that could be better served by it being given to a higher productive A or B player.

What is a C Player?

Delivers passable results – but just barely.
Squeezes by or progresses in baby steps.
Rarely if ever creates.
Does not inspire others.

The COST of the C Player

They don't produce above average results. Every C Player holds down a spot that could be filled by an A or a B.
Keeping Cs in the house tells As and Bs that performance that circles around all things "marginal" is okay.
It tells everyone that you are fine with C level performance.

The Reality of Sales Staffing

A's attract more harder to find A's



C's breed like rabbits!



To keep a C Player around is almost immoral....



**to your company
to your clients to
your sales staff
to the C player themselves**

Make certain everyone in your sales crew can walk point!

Energize or Enervate: Recognition Practices That Turn People Off or On

Recognition, celebration, and appreciation are powerful and renewable energy sources. It starts with valuing people. The article covers steps on how you can best express that appreciation.

<https://www.clemmergroup.com/blog/2023/01/18/energize-or-enervate-recognition-practices-that-turnpeople-off-or-on/>

4 strategies to help leaders figure out what matters and share with others We are at our best when we consciously make decisions and choices based on a life of values, purpose and meaning. This article covers four strategies to help leaders figure out what matters most and share it with

others.

<https://mail.google.com/mail/u/0/?pli=1#inbox/FMfcqzGrcFhSDpJbmZHzzhZNXhnDJLjw>

How to Ask Questions That Wake-Up People

When someone answers a question, ask a question about their answer. The best question is the second question.

<https://leadershipfreak.blog/2023/01/18/how-toask-questions-that-wake-up-people/>

The Law of the Loaf

The ancient Romans had a genius for organizing. The Roman Army was one example. Its organization is still with us in most of our companies. And the Romans found elegant ways to solve little everyday problems.

<https://www.threestarleadership.com/management/the-law-of-the-loaf>