



What do you think about when you think about winning? Is it a feeling? Is it an actual number reached? A specific goal attained? Is it something else? In order to get your team aligned towards the big win, does anything specific have to happen?

Winning is filled with questions and, understandably, a lot of fear. To help your team move forward with a winning mindset, the first step is to ensure you, the leader, have a winning mindset. It matters more than any volume of work or late nights at the office. Something different to think about when you think about winning.

Yours in team performance,

Bill & Esther.

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### THE Intentional TEAM



## Want to Win

This month's Intentional:

Define what 'winning' will look like. Is it a metric you have to accomplish? Make it personal and wrap it in a story that your team can relate to. If you believe, your team will too.

[Learn more about Intentional Teams >>](#)

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## Can We Win Without Changing?

Most of us know the only constant is change. Yet, we all surprise ourselves by how we react to change. We are impressed with ourselves when we handle it well. We may not want to talk about it when we hide or complain about changes that are happening. This is quite common. I've shared some experience with working with teams who had a hard time with change. Perhaps some of the outcomes could help you and your team.



[Read more on this by Esther >>](#)

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## Win At Any Cost?

What are the rules —either official or unspoken— about winning in your company? Are your team members expected to achieve their goals by any means necessary? Do you have someone on your team who is pretty harmful to the rest of the team, but it is tolerated as this person is a superstar? I'd encourage you to take some time to think about this and whatever the situation now, work to establish crystal clear team rules before the end of the summer

[Read more on this by Bill >>](#)

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