



The
Winning Business Game

Winning is Contagious!

PLAY POWER

Play Sheet



Quick Summary:

BIG Idea: It's YOUR Game. To keep your business game moving forward it is wise to focus on one MAJOR initiative each month. As we move beyond the Industrial Age of Work into the Creative Age of Play it is important to PLAY with your major initiative rather than WORK on it. You do this by finding the fun and being creative and collaborative in the way you approach it.

Capture Play Power: Select a major initiative for the month. For example: master a key business skill like networking, blogging or building alliances; OR complete tangible accomplishment like writing a chunk of your book, creating a product or developing your new player enrollment method. Next determine the result you will play for AND find ways to have FUN while doing it.

Quick Game Plan to Capture PLAY POWER

- 1) Find the Fun!
- 2) Choose Your Initiative
- 3) Your game action for Play POWER – The 21-Day PLAY BIG Challenge
- 4) Declare your Bronze, Silver and Gold levels of achievement
- 5) Share on your game card AND Collect 5 Point!!! YES!

1) Find the Fun!

Making the game your own!- When you play a game it is fun to customize the game for your personal desires; then bring the spirit of play to the most important aspect of your game.

Creativity is fun – Find a collection of fun ways to approach your major initiative. Challenge your mind to come up with a variety of fun alternatives – keep it fresh.

Collaboration is fun – Find ways to get other people involved with your major initiative. Playing with others is always more fun than playing solitaire and you tend to get better results as well (although it is more risky).

Transformations from worker to player

Industrial Work Mindset (the old way)...	Spirit of Play Mindset (the new way)...
Do what you are told to do.	It's YOUR Game. Define your own key initiative and have fun going after it.
Do your own work! Bunker in to work in solitude.	Humans are collaborative creatures. We are at



The Winning Business Game

Winning is Contagious!

PLAY POWER

Play Sheet



If you ask for help from others that is cheating. (we all learned this lesson in Industrial Age School)	our best when we engage others in our initiatives. People love to contribute, play along and give feedback.
Do it the same way every time to make it routine and eliminate mistakes	Routine is the enemy of your brain! Challenge your mind to find creative ways to approach your initiative in a new way every day.

2) Choose your Initiative to play with for 21-Days

It's YOUR game. Think of THE MOST important thing you want to accomplish this month for your business / career or life. Make sure that it is not covered in the other Power Up challenges in the game this month. For example: if THE Most important thing for you this month is a Visibility initiative, and the Winning Business Game this month includes the Visibility Challenge then you should choose a different initiative for your PLAY CHALLENGE.

For ideas consider the 9 skills of Winning Business in the Creative Age of Play:

Visibility:

- 1) Be seen by members in your community by participating,
- 2) Be known by sharing YOUUnique value,
- 3) Invite community members to participate in something with you that builds your credibility (if they say: "YES", move them to step #4)

Enrollment:

- 4) Connect - do something to deepen the relationship
- 5) Engage – PLAY! Do your thing with or for them.
- 6) Offer the next step – ideally something of greater value that requires deeper commitment (if they say: "YES", cycle back around to step 4)

Co-Create:

- 7) Orchestrate – find ways to involve the talents of other people in every aspect of your business
- 8) Design – add the qualities of beauty, joy, mystery and fun into every aspect of your business
- 9) Evolve the value you provide – through the feedback from every experience create the next thing

Next...

What type of initiative will you choose? There are 2 basic types:

- 1) An "Action – Result" challenge based on a key skill
- 2) An Accomplishment challenge based on completing a project.

Examples of an "Action – Result" Initiative

Action	Result
The Visibility skill of networking and follow up:	Play for "YES, I want to know more about what you



The Winning Business Game

Winning is Contagious!

PLAY POWER

Play Sheet



attend a number of networking events and make 21 Follow Up calls	do.”
The Visibility skill of blogging: write 21 provocative blog posts	Play for “YES, I will write a comment about the value of your article”.
The Visibility skill of building strategic partners. Connect with 21 potential partners	Play for “YES, I will introduce you and your offer to my community

Examples of an Accomplishment challenge based on a project

Project	Accomplishment
21-Day Challenge to write a chunk of your book (a great way to add value, deepen relationships and build credibility)	Complete 3 pages each time for a total of 63 pages.
21 Day Challenge to create a program	Identify 21 discreet steps and complete each one by the end of the month.
21 Day Challenge to create a new method; eg. A visibility method, enrollment method, strategic partner method	Identify 21 discreet steps and complete each one by the end of the month.

3) Brainstorm 5-10 Creative Experiments for your game action

Two key things here:

1) Find ways to have fun doing it. Avoid the trap of giving yourself work to struggle through

Let your imagination run wild with ideas that will make your action or project interesting and fun WHILE you are doing it. Remember the Winning Business game is supposed to be fun!

2) Find ways to collaborate with others.

If you are going to networking events, invite colleagues to go with you.

If you are writing, find interesting places to go and write

The key is to make your project into a fun adventure that you will look forward to sharing with others.

Use curious questions to think of creative experiments you can do to make your game action fun and to enjoy the challenges that you face along the way! (and kick Industrial Work Mindset’s BUTT!!)

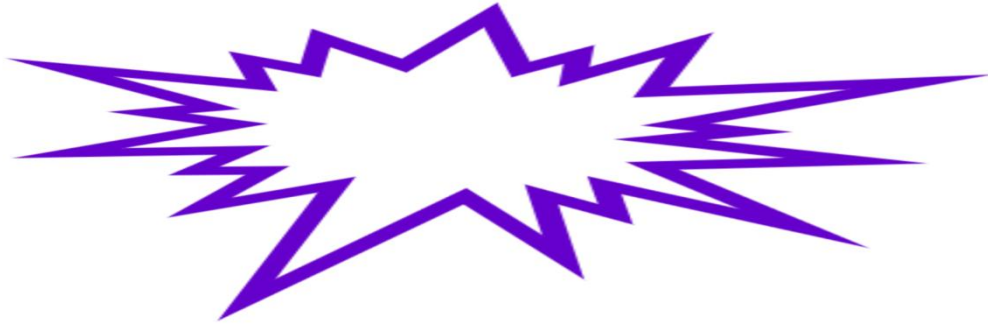
Curious questions often start with “I wonder...”

I wonder how I could have more fun doing this?

I wonder how I could do this 21 different ways?

I wonder how I could do this in 21 different places?

Write a few ideas on or around the “Purple Flash”...



The Game Action for your PLAY CHALLENGE is to engage in your action with the spirit of play at least once every day. If you do it more than once in a day you just get points for one time. The idea is to make it an everyday thing, NOT a “just get it all done at once” thing (that is too industrial!)

Small Exception: If you take a day off you can double up the day before or after.

As you move through the game, try the creative experiments that you identified. And come up with new ones! Remember... FIND THE FUN!

To get the points each day all you need to do is SHARE about what happened when you did your action.



POSSIBILITY!! Whenever possible, take a photo when you are doing your Play Challenge activity and share it with the team on your game card!

4) Plan Your Medal Levels of Achievement

The key here is to find the right level of challenge for your situation. Make the Bronze medal level a good stretch; Silver a little more; Gold an awesome accomplishment.

Your game should always be a “winnable challenge”.

Here is a chart to define your medal level achievement for your initiative. Declare a Bronze, Silver and Gold Medal level.

How many “Yes’s” will you get; How many pages will you write, How many steps of your project will you complete?

Eg. # (Bronze = 12; Silver = 18; Gold = 21)

Medal	Achievement
Bronze	
Silver	
Gold	



BIG Wins

The BIG WIN is when you reach your Medal levels of achievement. When you reach the BRONZE level go to the BIG WINS section of your game card to share! **Then do the same for Silver and Gold as you reach them.**

DONE!! You are now ready for the 21-Day Play Challenge!

5) Share on your game card and collect 5 points. YES!



Step 1: Click through to your game card.

Look for the Power Booster section –
(Find the Red Button with the Rocket!)

Find the **PLAY POWER** badge.



You will see the game card description...

*I just captured **PLAY POWER** by transforming my key initiative for the month into a fun 21-Day Challenge! Whoa! Here is what I am going to do...*

Click on the SHARE button in the right column.




A text entry window will appear.

Complete this statement on your game card by sharing your game activity, intended results and a few creative experiment ideas. and (optional) Your Medal Achievement levels.

Get your FB friends cheering you on! (optional)



	 <p>Under the share box you will see the Facebook login button and “Share On Facebook” button.</p> <p>If you share on Facebook you earn +1 Bonus point in your total score.</p>
	<p>Step 2: Scroll down the game card to find the Game Action section (The Blue Button with the player reaching for the star)</p> <p>Look for the PLAY POWER Badge.</p> <p>After you complete your Challenge Activity in your REAL LIFE each day, update your Game Card to share about what you did.</p> <p><i>I just made progress in my 21-Day PLAY CHALLENGE. Here is what happened...</i></p>  <p>Click the SHARE button</p> <p>Remember to share with the intention to inspire. Share about how you did your creative experiment. Share what you learned – even if you think it was not successful!</p> <p>Each time you share about your game activity you earn points. And another SHARE button pops up for you to use the next time you complete this activity.</p>
	<p>Step 3: Scroll down the Game Card to the BIG WINS section (The Green Button with the hand holding the trophy)</p> <p>Look for the PLAY POWER Badge.</p> <p>After you reach the results you established for your BRONZE level achievement you will come to this section of the Game Card to share about your victory and what you have learned!</p> <p><i>I just achieved the BRONZE level result of my 21 Day PLAY CHALLENGE. Here are my highlights...</i></p> <p><u>EDIT</u></p>  <p>Click the SHARE button</p> <p>Remember to share what your results were, the challenges you faced and what you learned. Make it inspiring!</p>



You will see an edit link under the text.

This is so you can change the word BRONZE to SILVER and then to GOLD as you reach each level.

After you share about your BRONZE level result, click the edit link and change the text to:

*I just achieved the **SILVER** level result of my **PLAY CHALLENGE**.
Here are my highlights*

A new SHARE button will be there ready for you when you reach your next level of achievement!! Then do the same thing for your GOLD level.