

# Play-Two-Win Method™ Playbook

## Game Design For: Operation Legacy- Session 06

	Game Area 1 Profit Rocket!	Game Area 2 Coach Approach Leader	Game Area 3 Healthy - Energized
<b>Objective Tangible</b>	<b>Profit 10% UP!</b>	More responsibility to captains 3 Days Off / Quarter	Anxiety is reduced
<b>Mastery</b>	Threaded Social Campaign: 3	Fearless, relinquish control:3.5 Creating Tests for "workers":4 Everyone "IN" the game: 2.5	Break before exhaustion:1.5
<b>Becoming</b>	<b>Entrepreneur Validation I am not a fluke!</b>	<b>Patient Influencer vs. Overwhelmed "controller"</b>	<b>Bold leader</b> – grow in face of fears & anxiety
<b>Upgrades</b>	Business is outlet for creative ideas.	<ul style="list-style-type: none"> <li>New title: Game Master</li> <li>Invest in more coaching</li> </ul>	Involve old friends in life Better support for wife with baby
<b>RACE Results</b>	<ul style="list-style-type: none"> <li>New client says: YES</li> <li>Reduce Cancels</li> <li>Reduce Costs</li> </ul>	<ul style="list-style-type: none"> <li>Team member achieves "certified" status</li> <li><b>Team Member says "YES" I will play your game</b></li> </ul>	<ul style="list-style-type: none"> <li>In the moment with children and wife</li> <li>No appointment cancels due to burn out.</li> </ul>
<b>Recurring Actions</b>	<ul style="list-style-type: none"> <li>Social Marketing Action by team member</li> <li>Great with dogs every time</li> <li>Cost reduction idea</li> <li>Backup plan upgrade</li> <li>Financial sheet awareness</li> </ul>	<ul style="list-style-type: none"> <li><b>Coach team member how to interact with customers</b></li> <li>Deliver Training to team member</li> <li>Individual conversations with employees about playing "the game"</li> </ul>	<ul style="list-style-type: none"> <li>Listen to body</li> <li>REST when needed</li> <li><b>Spiritual Warrior Exercises</b></li> </ul>
<b>Recurring Challenge</b>	?How to involve team? New clients stress the backup system	Work is safe = play is scary how to get "workers" to play? Coach results vs. manage compliance <b>Inner resistance creating Financial sheet</b>	??
<b>Evaluate</b>	Counting \$\$ Game Score in Profit Rocket game	<b>Each player role expanding with benchmarks for success</b>	??
<b>PLAY! Curious?</b>	How will employees grow? Can the Profit Rocket game become the core of the business method?	How bold can I get when coaching employees?  How to get good at giving coach approach feedback?	Be in a state of wonder when I go outside.
<b>Creative?</b>	Create the feel of a real game? "The joy of a fun game" Make the game non-threatening.	How to teach coach approach to new managers as he is learning it himself?	Play along with different "fights" to work out.
<b>Fun?</b>	Create teams "Like Color Wars" Ask: How will you play?	<ul style="list-style-type: none"> <li>Game design is fun!</li> <li>Transformation is fun</li> <li>"Combating" the industrial mindset is fun!</li> </ul>	Going outside is full of possibilities
<b>Projects</b>	<ul style="list-style-type: none"> <li>Create a viral video about Pet Care</li> <li>Design the "Profit Rocket" Game</li> </ul>	<ul style="list-style-type: none"> <li>Back Up Coverage System Methodology</li> <li><b>Find professional to create the Financial Sheet</b></li> </ul>	

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## 2014-10-24 Game Notes

1. Profit Rocket: 10% Profit UP: Threaded social campaign is creating new client referrals! BIG WIN!
2. Profit Rocket: Becoming: Entrepreneur Validation: "Solution cards" are GENIUS! Own it.
3. Coach Approach Leader: When a team member gives a "solution card" that is them saying: "Yes, I will play your game"! WIN
4. Coach Approach Leader: Workers will become players EASIER in a "well designed game"
5. Coach Approach Leader: Financial Sheet project handed off to accountant: Everything thing that needs to be done is a game for somebody"
6. Coach Approach Leader: Coaching "walkers" to interact with customers... NOT HAPPENING;  
Challenge: Fear of loss of control. They might make mistakes:  
Upside possibility: they could do something amazing!  
Step 1: A project: Create a Customer Interaction Playbook. (THIS WEEK!)  
Step 2: Select 1 or 2 captains to experiment with the Playbook  
PURPOSE: BECOME a "Patient Influencer vs. Overwhelmed Controller!