

# Play-Two-Win Method™ Playbook

## Game Design For: Operation Legacy- Session 07

	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>Coach team member how to interact with customers</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> <li><b>Map process for new worker to become player</b></li> </ul>	

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## Play Better

<b>Game Plan</b>		<b>Strengths</b> Desire to know each employee as an individual; encourage them to be themselves. Creative ability to apply employee talents to goals of the company <b>Assets</b> Huge network of pet-related professionals and opportunities. Ability to connect team players to growth opportunities. This becomes a business asset as aspiring pet pros will want to play on this team! <b>Approach</b> "Super Clarify" the "tasks" of the job and evaluate ability. Give them "solution cards" to start playing the business game. DRIP new team members with concepts about becoming a player. Team member "Spotlight"	
<b>Practice</b>			
<b>Inner Freedom</b>			
<b>World Power</b>			

## 2014-10-28 Notes

Resistance to Financial Sheet project is coming up. Put it on the side for a few weeks while we focus on game plan and practice. Inner Freedom session will be the time to explore this.

Big win with a worker becoming a player: the worker with the desire to become a "marketer" but no real plan; they co-created a game for him to be the "Reporter" for the company and write about dog events in the city to create visibility for the company... and develop his talent for the future.

\*It is a Coach Approach Win whenever a worker become a player especially when there is synergy of purpose!

There was a big coaching win with the worker – former military with PTSD – becoming a player. He is seeing major transformation through coaching him to play to his strengths rather than focusing on his weaknesses.