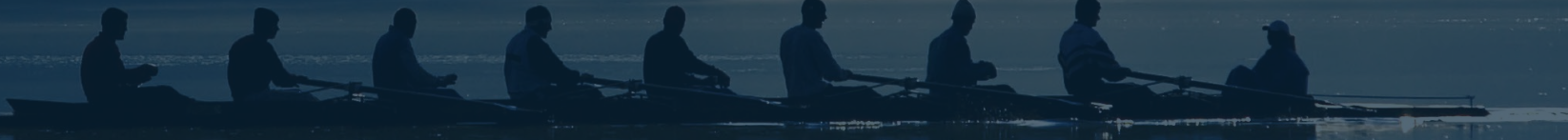


BUILD AN UNBELIEVABLE TEAM CULTURE



BE YOUR BEST
WITH TODD SCRIMA



CULTURE TEST

PLEASE CIRCLE

1. I truly love my EE like family **YES NO**
2. The EE is more important than anyone else **YES NO**
3. I would rehire 100% of my EE's **YES NO**
4. I understand 60% of my waking hours are at work **YES NO**
5. People often rave about the culture that I have created **YES NO**

TOTAL NUMBER OF YES'S _____

5= GREAT CULTURE
4= MIEDIOCRE CULTURE
3= POOR CULTURE



DO THE RIGHT THING

1. Is what I am doing in the best interest of the client?
2. Is what I am doing in the best interest of the company?
3. What can I do to give +1% service?



DO YOUR VERY BEST

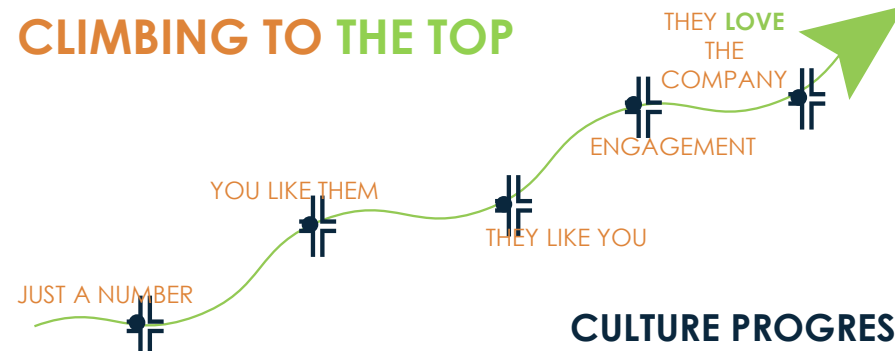
1. Am I being respectful?
2. Am I being true to my core values?
3. Am I transparent in my communication?



SHOW PEOPLE YOU CARE

1. 3 handwritten notes per week to EE
2. 1x per month group outing
3. Start every meeting by asking about their personal lives

CLIMBING TO THE TOP



CULTURE PROGRESSION

