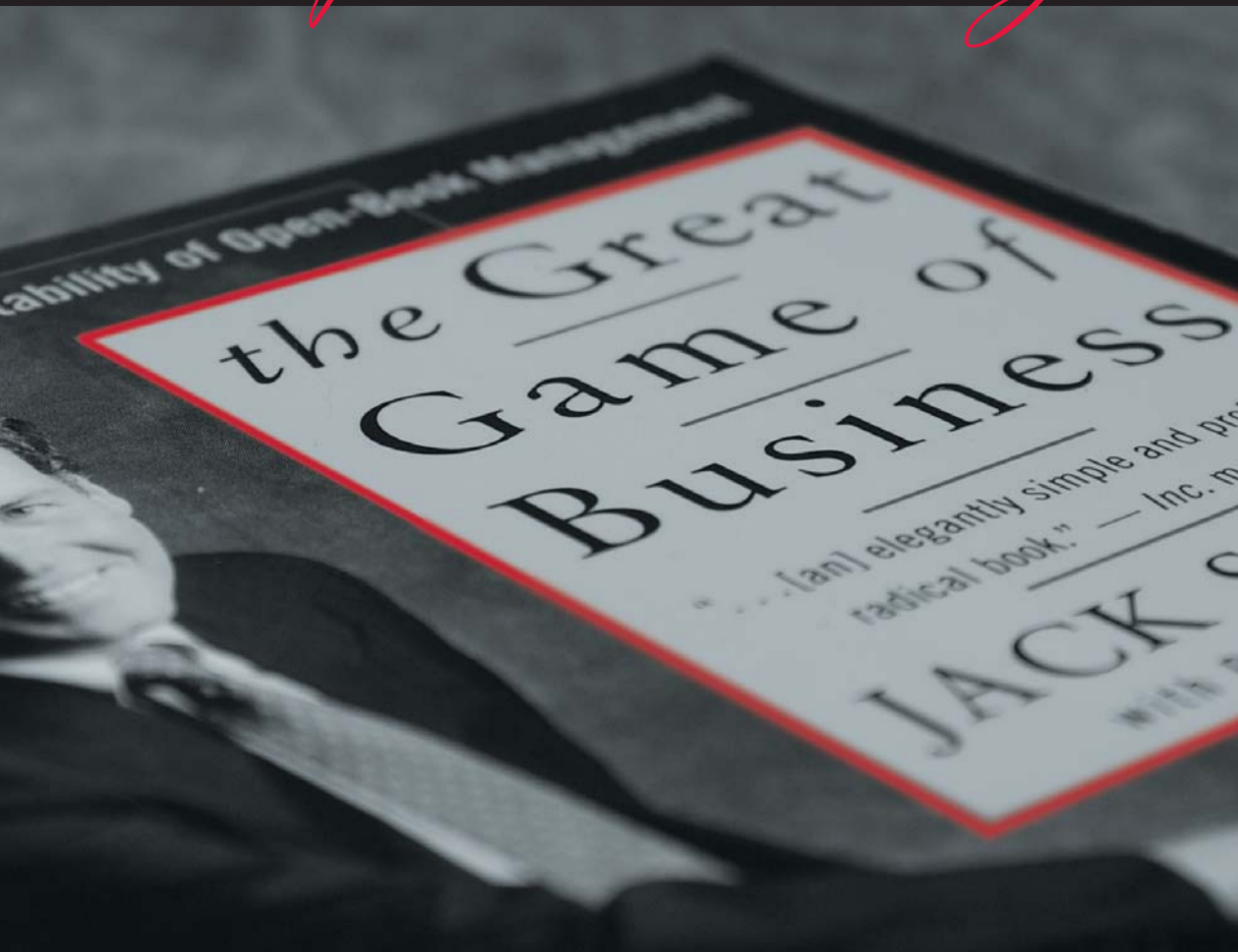


# ...on Open-Book Management.



We didn't start out in the consulting business. Demand came from organizations across the globe...companies seeking experienced help in implementing and energizing their Game. After all, we wrote the book. Our goal is to make sure you have all the tools, information and understanding necessary to play The Game. And to provide you with the support and extra attention you deserve, our practitioner Coaches have the experience and savvy to give you the hands-on approach you're looking for, and help you achieve your objectives as quickly as possible.

We have worked with a vast array of companies, implementing The Game in businesses large and small, public and private, union and non-union, manufacturing, service, distribution and non-profit. We can provide customized assistance on a basis that suits your situation the best. Read on about the array of Coaching Services offered by The Great Game of Business.

## YOUR STEPS TO SUCCESS

1 READ THE BOOK

2 ATTEND THE SEMINAR

3 TALK WITH A COACH

4 JOIN THE COMMUNITY

## BEGIN TODAY...FOR FREE!

### FREE 30-MINUTE COACHING

Take advantage of a free 30-minute coaching consultation with a Great Game Coach. While there are many ways to implement Open-Book Management, our Coaches have established the fastest, most effective method of launching the program. During this phone consultation, your Coach will answer any questions you have about The Game, Open-Book Management, financial literacy, workshops, and more.

## THEN CONTINUE YOUR JOURNEY...

### IMPLEMENTING THE GAME – GETTING STARTED

Our experience has taught us that the best way to learn is to step in and start playing. In "Getting Started", we help you set up your first game and you begin to compete. This is why we recommend starting with an involved process of defining what winning means in your organization by first identifying the business's current critical number and then rally your organization around this number. The subsequent support mechanisms such as the huddling process, incentive plans and scoreboards are incorporated to further engage the workforce towards the Critical Number. An almost "informal" learning process occurs.

### MINI-GAME COACHING

Mini-games are a critical component of The Great Game motivation strategy. They help keep interest and involvement high throughout the year by giving players many opportunities to win and to celebrate. Our coaches will support you and your team through the process of designing and playing a successful mini-game. Learning to design and play effective mini-games targeting day-to-day improvements will add up to year-long success.

### BUSINESS & FINANCIAL LITERACY TRAINING

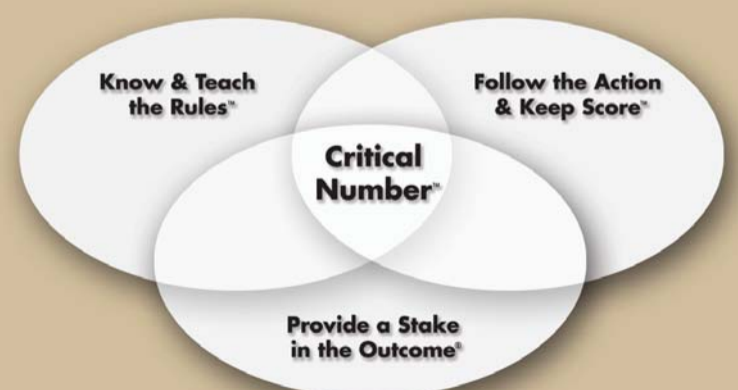
If the objective is to create a "business of business people" it follows that employees must have a fundamental understanding of business and finance. Just as with any game, the game of business is governed by rules that establish the object of the game, rules that guide game play and rules for keeping score. In order to ensure success in an Open-Book environment, everyone on the team must know the rules. We provide first-rate financial education programs & business simulations that provide the fundamentals of business and financial literacy while teaching employees how they can impact the bottom line.

### ON-GOING SUPPORT

Maximize the effectiveness and ensure the on-going success of your Great Game with our Coaching Annual Support Packages. We can help you get started or keep you going with a variety of coaching support services. Unlimited email & phone support and regular status discussion to review progress will keep you and your team on track and help identify opportunities to improve results.

### JOIN THE COMMUNITY

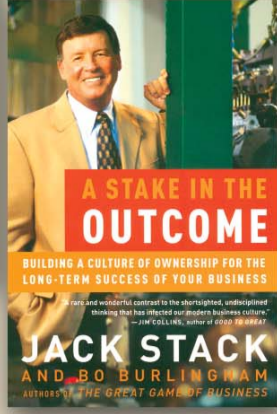
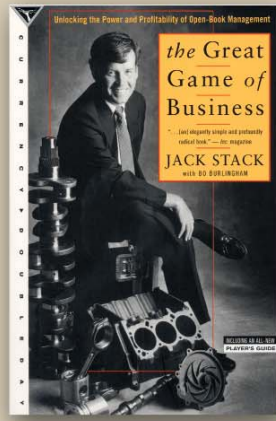
Open-Book Management has grown from a mere curiosity to a significant and profitable business practice and you will now find a growing number of businesses that are practicing OBM. Want to be a part of it? The Great Game of Business has created the Open-Book Forum – the only peer-to-peer learning network available for business leaders committed to operating their organizations "Open-Book". In addition, The Annual Gathering of Games conference offers you the opportunity for peer-to-peer networking with OBM leaders from around the world. Best practice workshops and panels led by OBM leaders create unique learning experiences for everyone in your organization.



WHEN EMPLOYEES THINK  
& ACT LIKE OWNERS...  
EVERYBODY WINS.

Our team is passionate about helping companies create a business-smart, high-involvement, ownership culture that generates growth and success for both the organization and its people.

Start today by visiting [www.greatgame.com](http://www.greatgame.com) or by calling 1-800-386-2752.



## ABOUT THE GREAT GAME

The Great Game's chief visionary, Jack Stack, is the coauthor of two best-selling books; *The Great Game of Business* (Currency/Doubleday, 1994) and *A Stake in the Outcome* (Doubleday, 2002). *The Great Game of Business* has sold over 230,000 copies, is in its 23rd printing, has been translated into 8 languages, and has been cited in over 100 best-selling business books. *The Great Game of Business* is the most celebrated approach to Open-Book Management.

Over the past 15 years, The Great Game of Business, Inc. has helped thousands of companies achieve breakthrough growth and financial performance by coaching a simple, yet powerful belief: "When employees think & act like owners . . . everybody wins"

Our team is passionate about helping companies create a business-smart, high-involvement ownership culture that generates growth and success for both the organization and its people. The Great Game of Business, Inc. is the information clearing house on the best practices of business literacy and Open-Book Management. We deliver affordable training and coaching services. We offer publications, products, tools and sponsor a national conference and recognition program to identify and celebrate exceptional Open-Book Management organizations.

Whether you are new to Open-Book Management or are a seasoned Practitioner looking for new inspiration, read on to learn more about how to succeed with The Great Game.

## ABOUT OUR SERVICES

- OBM Implementation
- Open-Book Forums
- Mini-Game™ Design
- Business Literacy Training
- Incentive Plan Design
- High-Involvement Planning™
- Ongoing Support

Call 1-800-386-2752 or visit [www.greatgame.com](http://www.greatgame.com) for more information.



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*We wrote the book...*