

GET IN THE GAME WORKSHOP

"Improve your financial results and the lives of the people who drive those results"


Ranked
#1
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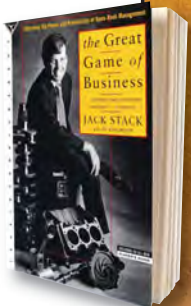
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Over a
quarter-
million
copies sold

Published in
8 languages

Cited in
100+
business
best-sellers



Get *everybody* on your team as informed, involved and focused as you are in moving your company FORWARD. There is no time *more important* than now to commit to the principles and practices of The Great Game of Business. Now is the time for real, measured, bottom-line results.

Who Should Attend?

Company leadership looking for a quick and effective approach to implementation

Self-implementers searching for best practices and immediate takeaways to begin or refresh their own Open-Book practice

Internal champions charged with applying and sustaining Open-Book Management within their own organizations

Seasoned practitioners looking for fresh insights and useful tools to re-energize their Open-Book practice

FOR THE FIRST TIME, THE GREAT GAME OF BUSINESS IS PRESENTING A TWO DAY "COACH THE COACH" HOW-TO WORKSHOP



Designed to equip your team with the same powerful tools, practices and know-how our experienced Practitioner Coaches have used for more than 17 years to fully and successfully employ and sustain the Open-Book advantage.

Our Coaches will share a well proven "Nine Step" approach to implementation – A step by step "How to" guide for applying and sustaining the rewarding practice of Open-Book Management.

"Coach-the-Coach" Format: By design we have limited the attendance of the Workshop to ensure that you receive the personal attention you need from our coaches and facilitators. This is a hands-on, highly interactive workshop where you can learn, share, and discuss the unique challenges and rewards of running a workplace "Open-Book".

What You'll Learn

- Go beyond "Open-Book" and move from you "sharing the numbers" with your people to them "sharing the numbers" with you
- Dump G.A.A.P and create Real Time, Bottom up, Common Sense, Living Financials
- Engagement starts with these 3 questions every employee is asking themselves – consciously or unconsciously
- Four important questions to ask when selecting your Critical Numbers and most importantly, who you should ask

[read more >>](#)

Immediate takeaways, practical ideas, useful tools, and the know-how to take your game to the next level, every time. **If you're not satisfied, we don't expect you to pay.** That's our promise & your guarantee.



Day One, 8 am - 5:30 pm
Day Two, 8 am - 5:30 pm
\$1495 each, \$1295 each for teams of 3 +

REGISTER NOW / 800.386.2752
greatgame.com

GET IN THE GAME WORKSHOP



Learn How-To:

- Conduct financial meetings that energize the team – by creating interesting, educational, action-based “Huddles.”
- Accelerate performance through a well designed reward and recognition practice
- Create highly visible and dynamic Scoreboards that consistently inform your team if they are winning or losing
- Move from “etch a sketch, top down planning” to “reality based, High Involvement Planning”
- Broaden the concept of leadership by managing the system not the people
- Use a 3 step process to select and define your Critical Numbers
- Use the power of “Rolling Forecast” and make it work in your organization
- Act on the right drivers to improve financial results.
- Remove the fear your employees may have in working with the financial numbers
- Get support for change and doubters to buy-in
- Cascade your Critical Numbers and get everyone aligned to what’s critical to success
- Get clarity on what’s most important and critical to success
- Clearly communicate financial information for maximum impact and broad participation
- Consistently link rewards and recognition to what’s most important to the organization
- Create a communication rhythm that ensures accountability and promotes action
- Communicate “forward looking” financials using the 80/20 principle
- Improve your forecasting accuracy thru driver-based scorecards that provide a continuous forward looking approach to planning
- Jump start your Game with a Mini-Game Challenge
- Take the C.R.I.T.I.C.A.L. Numbers test

Agenda

Day One

8:30 – 9:30am	Introduction and Overview
9:45 – 10:45am	Step 1: Share the Why Before the How
11:00 – 12:00pm	Step 2: Open the Books
1:30 – 2:30pm	Step 3: Apply High-Involvement Planning – the abridged edition
2:45 – 3:45pm	Step 4: Focus on the Critical Number
4:00 – 5:00pm	Step 5: Act on the Right Drivers
5:00 – 5:30pm	Wrap-Up

Day Two

8:30 – 9:30am	Step 6: Keep Score
9:45 – 10:45am	Step 7: Follow the Action
11:00 – 12:00pm	Step 8: Provide a Stake in the Outcome
1:30 – 2:30pm	Step 9: Create an Early Win
2:45 – 3:45pm	Bonus Step 10: Business & Financial Literacy Training
4:00 – 5:00pm	Bonus Step 11: High-Involvement Planning – the complete edition
5:00 – 5:30pm	Wrap-Up

- For more detailed agenda click here -

Helpful Insights and Powerful Tools

- Our coaches will detail a well-proven process for defining your Critical Numbers - including company examples and helpful planning tools.
- Group Table Talks and one-on-one coaching to tackle your specific Open-Book Management challenges
- Our coaches will provide a concrete process and supportive tools to help people identify the Right Drivers and develop a clear line-of-sight from what they do everyday and its impact on the Critical Number and financial results.
- Team exercises designed to improve your Huddle communication, accountability and forecasting skills
- Our coaches will share a Best-Practice survey that helps determine your company’s readiness for the Great Game of Business and how your company stacks up with the “best-of-the-best” in Open-Book Management.
- Lessons from the Field – Case examples from practicing companies
- Our coaches will also provide a One Page Planning tool to be used throughout the workshop to allow participants to create a practical, do-able action plan.