

TEAM BUILDING

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SETTING EXPECTATIONS

- Set the Tone
 - Organization
 - Intent
 - Let me show you vs Let me tell you (Do as I show)
 - No bringing personal problems to work place
 - Great student
 - Receptive towards criticism, even more , look for it
 - URGENCY – HEART BEAT
 - What's expected when they got hire all the way to their first week
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Building a Culture / Retention

- Ask yourself , What are people looking for ?
- 1. Pay , 2. Growth , 3. Good environment
- Coach vs Buddy
- Attitude reflect leadership
- Paychecks
- Being able to explain opportunity and how to grow
- Core pillars : Trust, Accountability , Prioritize , Patience.
- Relate



BUILDING TEAM CHEMISTRY

- Time
- Am/Pm
- Track of numbers
- 30/60/90 day goals
- Team events
- Getting to know plus ones
- Travel



Recruiting

- A / B / C
- Top 20 %
- What to look for ?
<https://youtu.be/sEKaSVtOwGo>
- Better players better team
- More people you can impact more money
you will make