

Proven Principles and Practices
That Make
Great Teams Great

THE
POWER
OF A
POSITIVE
TEAM

JON GORDON

Bestselling Author of *The Energy Bus* and
The Power of Positive Leadership

———— The ————

Power

———— of a ————

Positive

Team

———— The ————

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———— of a ————

Positive Team

Proven Principles and
Practices That Make Great
Teams Great

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*For my wife, Kathryn, and my children, Jade and Cole.
You are my team and I thank you for making me better.*

Contents

	No One Creates Success Alone	1
1	The Power of Positive	7
2	Positive Teams Create Positive Cultures	13
	<i>Create Your Culture</i>	16
	<i>Culture Is Dynamic, Not Static</i>	17
	<i>Make Your Bus Great</i>	18
	<i>Make Your Culture a Priority</i>	18
	<i>Invest in the Root</i>	19
	<i>Decide to Be Vitamin C</i>	21
	<i>The Power Is on the Inside</i>	22
	<i>What Do We Want to Be?</i>	22
3	Positive Teams Work Together toward a Shared Vision with a Greater Purpose	25
	<i>Shared Vision</i>	28
	<i>Greater Purpose</i>	28
	<i>Purpose-Driven Goals</i>	29
	<i>Vision + Mission</i>	31
	<i>Telescope and Microscope</i>	32
	<i>Creating Billions and Winning Gold</i>	32
	<i>The World's Largest Family</i>	34
	<i>The Table</i>	35

<i>Keep Your Vision and Purpose Alive</i>	36
<i>Make Your Vision and Purpose Come Alive</i>	37
<i>One Word</i>	38
<i>Make Sure Everyone Is on the Bus</i>	39
<i>Everyone Means Everyone</i>	40
4 Positive Teams Work Together with Optimism, Positivity, and Belief	41
<i>Stay Positive Together</i>	43
<i>Believe Together</i>	44
<i>Encourage Each Other</i>	46
<i>Feed the Positive Dog</i>	47
<i>Talk to Yourself</i>	48
<i>Replace Have To with Get To</i>	49
<i>Make the Next Opportunity Great</i>	50
<i>L.O.S.S.</i>	50
<i>Shark or Goldfish</i>	52
<i>Think Like Rookies</i>	52
<i>Defeat Murphy</i>	53
<i>Inside Out</i>	54
<i>Distort Reality</i>	56
<i>Fear or Faith</i>	56
<i>The Positivity Experiment</i>	57
<i>Don't Stop Believing</i>	59
<i>The Best Is Yet to Come</i>	60
5 Positive Teams Transform and Remove Negativity	63
<i>No Energy Vampires Allowed</i>	66
<i>It Starts at the Culture Level</i>	67
<i>The First Step Is Transformation</i>	68

	<i>Remove the Negativity</i>	68
	<i>It's Not Okay to Be Moody</i>	70
	<i>Implement the No Complaining Rule</i>	71
	<i>Weed and Feed</i>	72
	<i>Positive Conflict</i>	73
6	Positive Teams Communicate and Connect	77
	<i>Connection Is the Difference between Good and Great</i>	80
	<i>It Starts with Communication</i>	82
	<i>Where There Is a Void, Negativity Will Fill It</i>	83
	<i>Fill the Void</i>	84
	<i>One-on-One Communication</i>	85
	<i>Why Don't We Communicate?</i>	85
	<i>On a Scale of 1 to 10</i>	87
	<i>Listening Enhances Communication</i>	88
	<i>Communicate to Connect</i>	89
	<i>Team Beats Talent When Talent Isn't a Team</i>	89
	<i>Team + Talent</i>	91
	<i>Team Building</i>	93
	<i>It's Worth It</i>	97
	<i>Team Grit</i>	99
7	Positive Teams Commit and Care	101
	<i>Play Your Notes</i>	104
	<i>Team First</i>	104
	<i>We before Me</i>	107
	<i>Commitment Recognizes Commitment</i>	109
	<i>Committing Makes Everyone Better</i>	110
	<i>Serve to Be Great</i>	111
	<i>Commit to Your Team</i>	112
	<i>Do You Care?</i>	113

<i>Care More</i>	114
<i>Craftsmen and Craftswomen</i>	115
<i>You Can't Fake It</i>	116
8 Positive Teams Are Always Striving to Get Better	119
<i>The One Percent Rule</i>	122
<i>Own the Boat</i>	122
<i>Elite of the Elite</i>	123
<i>Love and Accountability</i>	124
<i>Family and Team</i>	125
<i>Love Tough</i>	127
<i>Positive Discontent</i>	127
<i>Tell-the-Truth Mondays</i>	128
<i>Have the Difficult Conversations</i>	129
<i>Like versus Love</i>	130
<i>Forged in the Fire</i>	132
9 We Are Better Together	133
<i>Meraki</i>	140
Are You a Real Team?	143
11 Thoughts about Teamwork	145
References	147
Let us help you build a Positive, United, and Connected Team	149
Power of a Positive Team Resources	151
Positive U	152
Become a Certified Positive Leadership Coach, Speaker, & Trainer	153
Attend a Power of Positive Leadership Training Event	154
Other Books by Jon Gordon	155

No One Creates Success Alone

*We are better together, and together we
accomplish great things.*

No one creates success alone. We all need a team to be successful. We are better together, and together we accomplish great things. Teams publish a book like this. Teams win Super Bowls and championships. Teams launch rockets into outer space. Teams perform open heart surgery and find cures for diseases. Teams design, build, and sell automobiles, phones, computers, video games, software, homes, and the latest and greatest products. Teams create commercials, movies, songs, and advertisements. Teams educate children in schools and run nonprofits that feed the poor, heal the sick, shelter the homeless, and provide safe drinking water in developing countries. Teams mobilize support for victims of natural disasters and help fight human trafficking. Teams work together to launch initiatives, companies, brands, products, and missions that change the world.

I know about teams. I've been on teams most of my life. My older brother played youth football and, at the age of six, I begged my parents to let me be on his team. I was too young to play, but they let me join in and gave me a jersey with the number ½ on it. Growing up I was a part of numerous youth sports teams, and in high school I played basketball, lacrosse, and football. In college I played on the Cornell lacrosse team and the experience had a profound impact on my life. As an

adult I have been a part of restaurant teams as a waiter, bartender, and eventual owner. I served on a school team as a teacher and worked on a sales team as a salesperson for a technology company. I've been on several leadership teams for start-up businesses and nonprofits, and I even led a political campaign team when I ran for the Atlanta City Council at the age of 26.

Now I lead a team at work and I'm second-in-command of my team at home. I also get the opportunity to speak to and consult with numerous businesses, educational organizations, nonprofits, and professional and college sports teams. I didn't plan it, but I've become someone that leaders call when they need help developing high-performing and winning teams.

I've discovered over the years that a positive, united team is a powerful team. It doesn't happen by accident. A positive team is created by a group of individuals who come together with vision, purpose, passion, optimism, grit, excellence, communication, connection, love, care, and commitment to do something amazing and create something incredible together. I believe that everyone wants to be part of a great team, but not everyone knows how to become a great team.

That's why I wrote this book. I previously wrote *The Power of Positive Leadership* and *You Win in the Locker Room First*, but they were written to help leaders build their teams. I also wrote *The Hard Hat*, which is about how to be a great teammate, but that was meant more for the individual. This book is meant for teams to read together. I wrote it in such a way that team members could read it together and understand what they need to do to be a positive and connected team. In my work with teams, and through interviews with people who were part

of some of the greatest teams in history, I've discovered proven principles and practices that make great teams great. I have shared these principles and practices in this book and my hope is that you will read them with your team, discuss what you need to do to be a great team, and then take action together. If you are willing to learn together, grow together, unite together, and act together, you will accomplish more than you ever thought possible.