7 COMPONENTS OF WINNING TEAM

E-Book



TAKE ACTION GET RESULTS

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Brad Sugars, the founder and CEO of ActionCOACH, has developed a theory on the 7 key components to a winning team based on his experience working with business owners and entrepreneurs.

According to his theory, a winning team needs a clear vision and purpose, with each team member understanding their roles and responsibilities, and a culture of open communication, accountability, continuous learning, rewards, and recognition, and fun and enjoyment.

Having a winning team is important for achieving goals, generating innovation and creativity, improving productivity, increasing engagement and motivation, and making better decisions. A winning team can leverage each other's strengths and skills to achieve greater success than they could alone, and when team members feel supported and valued, they are more likely to be motivated and committed to achieving their goals.

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1.Strong Leadership

Strong leadership is a critical component of a winning team. Without effective leadership, a team can easily become unfocused, disorganized, and ineffective. Brad Sugars emphasizes the importance of strong leadership in his book "Instant Teams," where he provides practical strategies for building high-performing teams.

Why is Strong Leadership Important for a Winning Team?

Strong leadership is essential for a winning team for several reasons. First and foremost, strong leadership provides direction and focus. A strong leader can set clear goals and objectives for the team and provide guidance on how to achieve them. Without clear direction and guidance, a team can easily become unfocused and ineffective, wasting time and resources on activities that do not contribute to its overall goals.

Strong leadership is also important for creating a positive team culture. A strong leader can create a culture of openness, collaboration, and accountability, where team members feel valued and supported. By contrast, a weak leader can create a culture of fear, mistrust, and disengagement, where team members are not motivated to perform at their best.

Finally, strong leadership is important for managing change and uncertainty. A strong leader can navigate through difficult situations and make tough decisions when necessary. By contrast, a weak leader may falter in the face of change and uncertainty, causing the team to lose momentum and focus.

Developing strong leadership skills is not always easy, but it is an essential step towards creating a winning team. Here are some tips for developing your own leadership skills:

- **Lead by Example:** As a leader, you set the tone for your team. Lead by example and model the behavior that you want to see in your team members. This includes being accountable, open, and collaborative.

- **Communicate Effectively:** Effective communication is essential for strong leadership. Communicate clearly and consistently with your team members and listen actively to their feedback and concerns. Use a variety of communication channels, such as email, phone, and in-person meetings, to stay connected with your team members.

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- **Set Clear Goals and Objectives:** As a leader, it is your responsibility to set clear goals and objectives for your team. Make sure that your goals are specific, measurable, achievable, relevant, and time-bound (SMART), and communicate them clearly to your team members.

- **Provide Feedback and Support:** As a leader, it is important to provide feedback and support to your team members. This includes recognizing their achievements, providing constructive criticism, and offering support when they need it.

- **Develop Your Emotional Intelligence:** Emotional intelligence is the ability to recognize and manage your own emotions, as well as the emotions of others. Developing your emotional intelligence can help you to connect with your team members, build trust, and manage conflict effectively.

2.Common Goal



A common goal is a critical component of a winning team. A team that has a clear, shared objective is more likely to be successful than one that lacks a common goal. Brad emphasizes the importance of a common goal in his book "Instant Teams," where he provides practical strategies for building high-performing teams.

Why is a Common Goal Important for a Winning Team?

A common goal is essential for a winning team for several reasons. First and foremost, a common goal provides direction and focus. When everyone on the team is working towards a shared objective, it is easier to stay focused and avoid distractions. A common goal can help to align everyone's efforts and ensure that the team is working towards the same objective.

A common goal also promotes collaboration and teamwork. When everyone on the team is working towards the same objective, it is easier to work together and leverage each other's strengths. A common goal can help to create a sense of camaraderie and shared purpose, which can be motivating and inspiring for team members.

Finally, a common goal can help to build a culture of accountability. When everyone on the team is working towards the same objective, it is easier to hold each other accountable for their contributions. A common goal can help to create a sense of shared responsibility, where everyone is invested in the team's success.

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Developing a common goal for your team is an essential step towards creating a winning team. Here are some tips for developing a common goal for your team:

- **Involve Your Team Members:** Developing a common goal should be a collaborative process. Involve your team members in the process of developing your common goal, and listen to their feedback and ideas. When team members feel that their voices are heard and valued, they are more likely to be committed to the team's common goal.

- **Make it Specific and Measurable:** A common goal should be specific and measurable. It should describe the specific objective that the team is working towards, and how progress towards that objective will be measured. The more specific and measurable your common goal, the easier it will be for team members to understand and work towards.

A team that has a clear, shared objective is more likely to be successful than one that lacks a common goal.

- **Communicate Clearly and Consistently:** Once you have developed a common goal for your team, it is important to communicate it clearly and consistently to your team members. Make sure that everyone on the team understands the common goal, and how their work contributes to it. Communicate the common goal regularly and use it as a guide for decision-making and planning.

- **Align Individual Goals with the Common Goal:** It is important to ensure that everyone on the team's individual goals are aligned with the common goal. Make sure that each team member understands how their work contributes to the team's common goal, and how their individual goals fit into the larger picture.



Rules of the Game

Rules of the game are an essential component of a winning team. Rules of the game are the agreed-upon standards and expectations that team members must follow in order to achieve their shared objectives. Brad emphasizes the importance of rules of the game in his book "Instant Teams," where he provides practical strategies for building high-performing teams. In this blog post, we will explore why rules of the game are so important for creating a winning team, and how you can develop effective rules of the game for your own team.

Why are Rules of the Game Important for a Winning Team?

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Rules of the game are critical for a winning team for several reasons. First and foremost, rules of the game promote clarity and transparency. When everyone on the team knows what is expected of them, it is easier to avoid misunderstandings and conflicts. Rules of the game can help to establish a clear and shared understanding of what is required to achieve the team's objectives.

Rules of the game also promote accountability and responsibility. When everyone on the team knows the standards that they are expected to meet, it is easier to hold each other accountable for their contributions. Rules of the game can help to create a culture of ownership, where everyone takes responsibility for their work and the team's success.

Finally, rules of the game promote fairness and equity. When everyone on the team knows the standards that they are expected to meet, it is easier to ensure that everyone is treated fairly and equitably. Rules of the game can help to establish a level playing field, where everyone has an equal opportunity to contribute to the team's success.

Developing effective rules of the game for your team is an essential step towards creating a winning team. Here are some tips for developing effective rules of the game for your team:

- **Involve Your Team Members:** Developing effective rules of the game should be a collaborative process. Involve your team members in the process of developing your rules of the game and listen to their feedback and ideas. When team members feel that their voices are heard and valued, they are more likely to be committed to the team's success.

- **Make it Clear and Specific:** Effective rules of the game should be clear and specific. They should describe the specific standards and expectations that team members are expected to meet, and the consequences of failing to meet those standards. The more clear and specific your rules of the game, the easier it will be for team members to understand and follow them.

- **Communicate Clearly and Consistently:** Once you have developed effective rules of the game for your team, it is important to communicate them clearly and consistently to your team members. Make sure that everyone on the team understands the rules of the game, and the consequences of failing to meet them. Communicate the rules of the game regularly and use them as a guide for decision-making and planning.

- **Enforce the Rules of the Game:** Effective rules of the game are only effective if they are enforced. Make sure that team members understand that there will be consequences for failing to meet the standards and expectations outlined in the rules of the game. Enforce the rules of the game consistently and fairly and hold team members accountable for their contributions to the team's success.

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4. Action Plan

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Having an action plan is an essential component of a winning team. An action plan is a detailed roadmap that outlines the specific steps and strategies that a team will take to achieve its objectives. Brad emphasizes the importance of having an action plan in his book "Instant Teams," where he provides practical strategies for building high-performing teams.

Why is Having an Action Plan Important for a Winning Team?

Having an action plan is critical for a winning team for several reasons. First and foremost, an action plan provides direction and focus.

When everyone on the team knows what specific steps and strategies are required to achieve the team's objectives, it is easier to stay focused and avoid distractions. An action plan can help to align everyone's efforts and ensure that the team is working towards the same objective.

Having an action plan also promotes accountability and responsibility. When everyone on the team knows the specific steps and strategies that they are expected to take, it is easier to hold each other accountable for their contributions. An action plan can help to create a culture of ownership, where everyone takes responsibility for their work and the team's success.

Finally, having an action plan promotes flexibility and adaptability. When an action plan is in place, it is easier to adjust course when necessary. An action plan can help to create a culture of continuous improvement, where the team is always looking for ways to improve and refine their strategies.

Developing an effective action plan for your team is an essential step towards creating a winning team. Here are some tips for developing an effective action plan for your team:

- **Define Your Objectives:** The first step in developing an effective action plan is to define your objectives. Make sure that your objectives are specific, measurable, achievable, relevant, and time-bound (SMART), and communicate them clearly to your team members.

An action plan is a detailed roadmap that outlines the specific steps and strategies that a team will take to achieve its objectives.

- **Break Your Objectives Down into Specific Steps:** Once you have defined your objectives, break them down into specific steps that are required to achieve them. Be as specific as possible and assign specific responsibilities and deadlines for each step.

- **Identify the Resources Required:** Identify the resources that are required to achieve each step in your action plan. This includes human resources, financial resources, and any other resources that may be required.

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- **Establish a Timeline:** Establish a timeline for each step in your action plan. Make sure that each step has a specific deadline, and that everyone on the team understands the timeline.

- **Communicate Clearly and Consistently:** Once you have developed your action plan, it is important to communicate it clearly and consistently to your team members. Make sure that everyone on the team understands the specific steps and strategies that are required to achieve the team's objectives. Communicate the action plan regularly and use it as a guide for decision- making and planning.

5.Support Risk Taking

Supporting risk-taking is an essential component of a winning team. A willingness to take calculated risks is what separates great teams from good ones. Brad emphasizes the importance of supporting risk-taking in his book "Instant Teams," where he provides practical strategies for building high-performing teams.



Why is Supporting Risk-Taking Important for a Winning Team?

Supporting risk-taking is critical for a winning team for several reasons. First and foremost, taking calculated risks is often necessary for achieving breakthroughs and achieving significant progress. Risk-taking can help teams to identify new opportunities and approaches, and to break out of conventional thinking and habits.

Finally, supporting risk-taking promotes a culture of learning and growth. When team members are encouraged to take risks, they are more likely to learn from their mistakes and failures. They are more likely to be resilient in the face of setbacks, and to use those setbacks as opportunities for growth and development.

Encouraging risk-taking within your team is an essential step towards creating a winning team. Here are some tips for encouraging risk-taking within your team:

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- **Foster a Culture of Trust:** Encouraging risk-taking requires a culture of trust. Team members need to feel that they can take risks without fear of judgment or criticism. They need to know that they will be supported, even if their risks don't pay off.

- **Communicate Clearly:** Make sure that your team members understand what risks are acceptable and which are not. Communicate clearly about the potential consequences of taking risks, and make sure that everyone on the team understands what is at stake.

- **Provide Resources and Support:** Provide your team members with the resources and support that they need to take risks. This may include training, mentorship, and access to information and technology.

- **Encourage Small Wins:** Encourage your team members to take small risks and celebrate their successes. This can help to build confidence and momentum, and to create a culture of risk-taking.

- **Learn from Failures:** When team members take risks and fail, use those failures as opportunities for learning and growth. Encourage your team members to reflect on what went wrong, and to identify ways to do better in the future.



6.100% Involvement & Inclusion

100% involvement and inclusion is an essential component of a winning team. When every team member is fully engaged and included in the team's activities, it can lead to better decision- making, increased productivity, and higher morale. Brad emphasizes the importance of 100% involvement and inclusion in his book "Instant Teams," where he provides practical strategies for building high-performing teams.

Why is 100% Involvement and Inclusion important for a winning team?

100% involvement and inclusion is critical for a winning team for several reasons. First and foremost, when every team member is fully engaged and included, it can lead to better decision-making. Each team member brings their unique perspective and expertise to the table, and when everyone is involved, the team is more likely to make well-informed decisions.

100% involvement and inclusion also promote productivity. When everyone on the team is involved and invested in the team's success, they are more likely to work hard and be productive. This can lead to higher quality work and better results.

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Finally, 100% involvement and inclusion promote a positive team culture. When everyone on the team feels included and valued, it can lead to higher morale and a greater sense of team spirit. This can create a virtuous cycle, where everyone on the team is motivated to work together towards a common goal.

Encouraging 100% involvement and inclusion within your team is an essential step towards creating a winning team. Here are some tips for encouraging involvement and inclusion within your team:

When every team member is fully engaged and included in the team's activities, it can lead to better decision-making, increased productivity, and higher morale.

- **Set Clear Expectations:** Make it clear to your team members that you expect 100% involvement and inclusion. Communicate your expectations clearly and consistently, and make sure that everyone on the team understands what is expected of them.

- **Foster a Culture of Trust:** Encouraging involvement and inclusion requires a culture of trust. Team members need to feel that they can contribute their ideas and opinions without fear of judgment or criticism. They need to know that their contributions will be valued and taken seriously.

- **Encourage Open Communication:** Encourage your team members to communicate openly and honestly with each other. Make sure that everyone on the team feels comfortable speaking up and sharing their ideas and concerns.

- **Emphasize the Importance of Diversity:** Make it clear to your team members that diversity is an asset, not a liability. Emphasize the importance of valuing and respecting different perspectives and encourage your team members to seek out diverse viewpoints.

- **Celebrate Successes:** When your team achieves a goal or milestone, celebrate it together as a team. This can help to build morale and a sense of team spirit and reinforce the importance of 100% involvement and inclusion.

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7. Continuous Learning

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Continuous learning is an essential component of a winning team. A commitment to ongoing learning and development can help teams to stay ahead of the competition, adapt to changing circumstances, and achieve new levels of success. Brad emphasizes the importance of continuous learning in his book "Instant Teams," where he provides practical strategies for building high-performing teams.

Why is Continuous Learning Important for a Winning Team?

Continuous learning is critical for a winning team for several reasons. First and foremost, continuous learning helps teams to stay ahead of the competition. In today's rapidly changing business environment, it is essential for teams to keep up with new technologies, trends, and best practices in order to remain competitive.

Continuous learning also promotes innovation and creativity. When team members are constantly learning and exploring new ideas, they are more likely to come up with innovative solutions to problems and challenges. They are more likely to think outside the box and challenge assumptions.

Finally, continuous learning promotes personal and professional growth. When team members are committed to continuous learning, they are more likely to develop new skills and competencies, and to achieve new levels of success in their careers.

Encouraging continuous learning within your team is an essential step towards creating a winning team. Here are some tips for encouraging continuous learning within your team:

- **Lead by Example:** As a team leader, it is important to lead by example. Make a commitment to your own personal and professional development and encourage your team members to do the same.

- **Set Learning Goals:** Set specific learning goals for your team members and provide them with the resources and support that they need to achieve those goals. This may include training, mentorship, and access to information and technology.

- **Provide Feedback:** Provide your team members with feedback on their learning progress. Celebrate their successes and encourage them to keep going.

- **Create a Learning Culture:** Encourage your team members to share their knowledge and expertise with each other. Create opportunities for peer learning and mentoring and foster a culture of continuous learning within your team.

- **Emphasize the Importance of Lifelong Learning:** Make it clear to your team members that learning is a lifelong process. Emphasize the importance of staying curious and exploring new ideas throughout their careers.

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A Bit About Us



Our History

Founded by Brad Sugars in 1993, ActionCOACH has served thousands of businesses and their owners worldwide and in every category imaginable. By showing owners how to get more time, better company teams, and more money on their bottom line.

Vision and Purpose

We want you to succeed. At ActionCOACH, every individual within our team commits to our vision of "World Abundance through Business Re-education, purpose "A Coach in Every Business," so together we can make a difference.

Making Business Ownership Easy

It is time to make a change... With 98% of clients saying they would recommend ActionCOACH, this will be a change we are certain you will be proud of when looking back at your business growth.

A Commitment to C.A.R.E

ActionCOACH clients, whether they be small, medium, or large, will have a desire to have us help them achieve their goals and be able to take on our commitment to them by returning their commitment to ActionCOACH. They will be forward-thinking, willing to learn and grow, and willing to work as a team player in the development of an organization of "people."

Our clients will be selected more on attitude than size and they will want to deal with us because we understand people are important, systems should run a company, we offer the most practical, most applicable, and fastest strategies on growth, and most importantly, because we mean what we say. We will give people back their spirit and freedom through business development.

Finding a Coach

If you would like to act now and start your business coaching journey with our committed team, simply reach out to us at actioncoach.com.

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