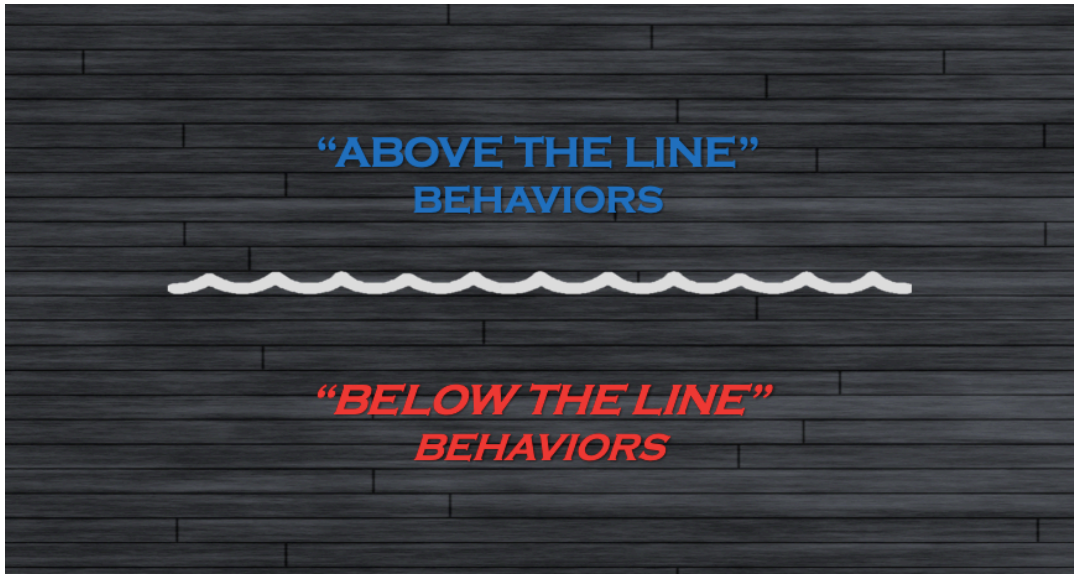


# HOW TO SUCCESSFULLY DEAL WITH “BELOW THE LINE” TEAM BEHAVIORS



## 4 STAGES TO INFLUENCING OTHERS:

### 1- EXAMPLE

*(DO WITH EXCELLENT EFFORT WHAT THE TEAM HAS AGREED IS IMPORTANT)*

### 2- ENCOURAGEMENT

*(SHARE POSITIVE WORDS OF AFFIRMATION AND FAITH IN THEIR ABILITY)*

### 3- EXPLANATION

*(TAKE A MOMENT TO SHARE A PERSONAL REMINDER OF THE IMPACT OF THEIR ACTIONS)*

### 4- ENFORCEMENT

*(PROVIDE A CONSEQUENCE AND/OR TAKE AWAY A PRIVILEGE)*