

# People Are Essential

\_\_\_\_\_ are people; don't treat them like revenue units.



Want to learn how to serve your team and customers better? All Access features a number of downloadable tools and resources that can help. Learn more at [EntreLeadership.com/join](http://EntreLeadership.com/join).

\_\_\_\_\_ are people; treat them like family.

\_\_\_\_\_ are people, not units of production.



Want ideas on how to recognize your team? As a member of All Access, you can ask our coaches anything you like. Learn more at [EntreLeadership.com/join](http://EntreLeadership.com/join).

\_\_\_\_\_ are people; don't destroy them to win.



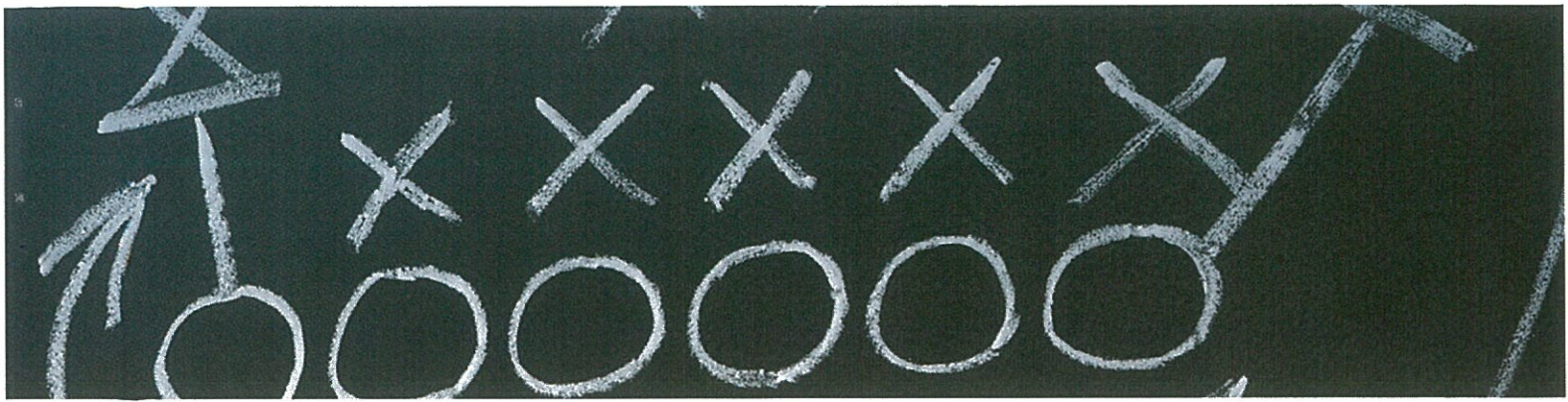
with **DAVE RAMSEY**

*Kind words can be short and easy to speak, but their echoes are truly endless.*

**Mother Teresa**

*Although your customers won't love you if you give bad service, your competitors will.*

**Kate Zabriskie**



## BUILDING UNITY

Great organizations create \_\_\_\_\_ intentionally.

There are five main enemies of unity:

1. Poor \_\_\_\_\_
2. \_\_\_\_\_
3. Unresolved \_\_\_\_\_
4. Lack of shared \_\_\_\_\_
5. \_\_\_\_\_ incompetence

People often say that motivation doesn't last. Well, neither does bathing; that's why we recommend it daily.

Zig Ziglar

## THE MOMENTUM THEOREM

The EntreLeader understands and applies the Momentum Theorem:

$$\frac{Fi}{T} (G) = \text{UNSTOPPABLE MOMENTUM}$$

*The Momentum Theorem: Focused intensity over time, multiplied by God, equals unstoppable momentum.*

Real momentum never happens quickly or easily. It always happens over \_\_\_\_\_.

- ANSWER KEY**
- 1 Customers
  - 2 Vendors
  - 3 Team Members
  - 4 Competitors
  - 5 Unity
  - 6 Communication
  - 7 Gossip
  - 8 Disagreements
  - 9 Purpose
  - 10 Sanctioned
  - 11 Time