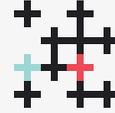


**PLAY
TO
WIN**



■ WHAT WE'RE SEEING

Larry Wilson, in his ground-breaking work, focused on how people most often “show up” in life and at work – they either Play to Win or Play Not to Lose. However, when your people are ultimately responsible for delighting customers and delivering the exceptional products and experiences that drive your success, Playing Not to Lose isn't an option. It's essential to create an environment where your people can be the best they can be.

■ THE SOLUTION WE'RE PROVIDING

Leveraging Larry Wilson's Play to Win philosophy and methodology, we offer workshops that help your people change how they think, behave and perceive so they can align how they “show up” more closely with your cultural values and purpose. Specifically, we focus on:

- Working with individuals and teams to evaluate their thinking and behaviours and identifying where and when they are Playing to Win or Playing Not to Lose
- Highlighting the belief systems that may be obstacles to Play to Win behaviours
- Introducing Play to Win-focused ways of thinking and behaving to replace the less productive approaches of the past
- Providing one-on-one coaching to further individualize Play to Win for each person

For more information, contact us at info@abovebeyond.ca or call us at 416.633.4584 ©Above + Beyond Events Inc. All Rights Reserved. 2018.

■ THE VALUE YOU CAN REALIZE

When your people Play to Win, they think, behave and relate in productive and positive ways, which ultimately enables them to drive better results for the organization. By creating a common language for everyone in an inclusive way, your people can adopt new ways of communicating and holding each other accountable for how they choose to think and behave.

“Understanding the Play to Win philosophy made an incredible difference to me and my teams. They were able to understand that change is about personal accountability, about what they can do and not what the company tells them to do. It changed the whole paradigm about the role people have in taking charge of their actions and moving forward. They went from observers to ambassadors.”

Patty Watson, CIO, TSYS