

# ONE CULTURE.

## --Key Concepts--

### 20 sqft

THE POWER OF ONE CULTURE.

20 Square Feet is a metaphor that expresses the reality that every person in the organization has a sphere of ownership. The way each person behaves is what determines the culture.

Take ownership of your 20 square feet.

No Blaming, Complaining or Defending. BCD never solved a problem, achieved a goal or improved a relationship.

Redirect your attention to resolution or resilience.

Stop wasting time on something that will never help you.



THE POWER OF ONE CULTURE.

intentional on-purpose skillful

## DISCIPLINE

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## default

impulsive on-autopilot resistant

THE POWER OF ONE CULTURE.

Discipline vs. Default- Disciplined behavior is intentional, on purpose, and skillful. But it is easier to be on auto-pilot (default) and resistant. When you operate with discipline you work smarter, team better, learn faster, communicate more clearly, and are more resilient.

Discipline is something you choose to do for yourself.

Event + Response = Outcome

How we navigate the events we encounter produces the outcomes we experience. It is all about how you respond.

You choose what actions you will take, or not take in pursuit of your goals. Everyday you make decisions on how you will respond to the events you are faced with.

**E + R = O**

- Start with your desired **O**utcome, formulate a disciplined **R**esponse, and create an exceptional experience for you and others.

THE POWER OF ONE CULTURE.



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## TOGETHER. WE WILL.