



Get in the Game

Pete Smith
President, SmithImpact

IDENTITY





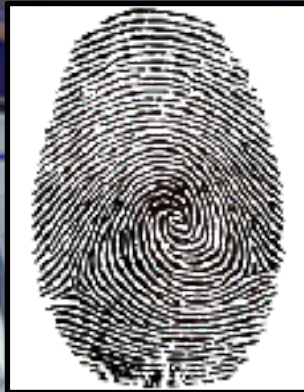
FEELINGS



ACTIONS



IDENTITY



EMERGENCY

EMERGENCY

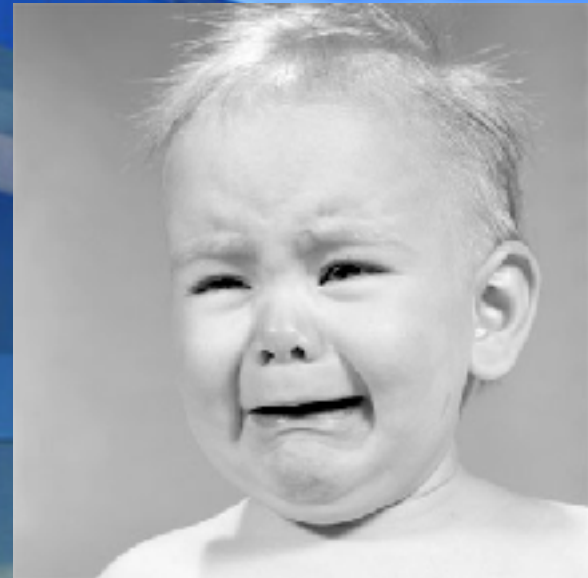
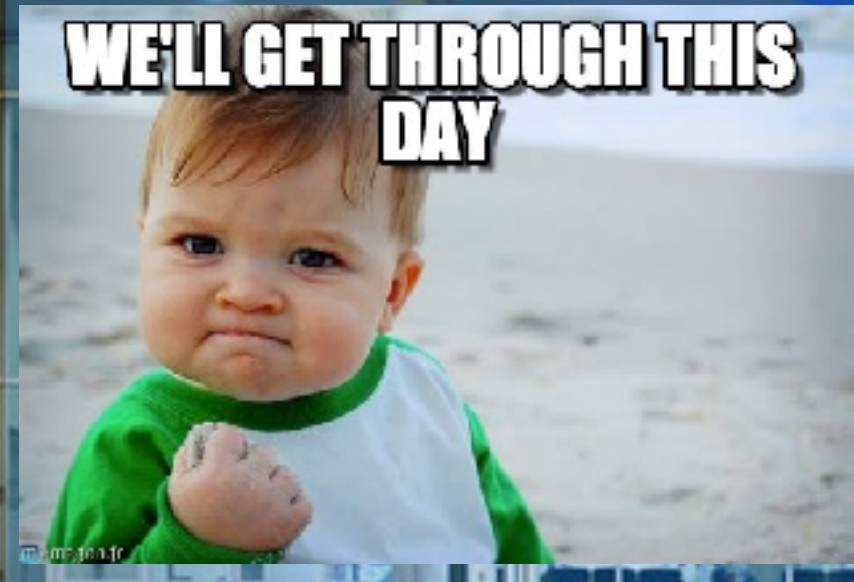
FEELINGS



ACTIONS



IDENTITY



FEELINGS



ACTIONS



IDENTITY



IDENTITY



ACTIONS

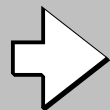


FEELINGS

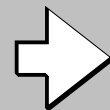




IDENTITY



ACTIONS



FEELINGS

(I FEEL)

FEELINGS



(I DO)

ACTIONS



(I AM)

IDENTITY



IDENTITY



ACTIONS



FEELINGS

(I AM)

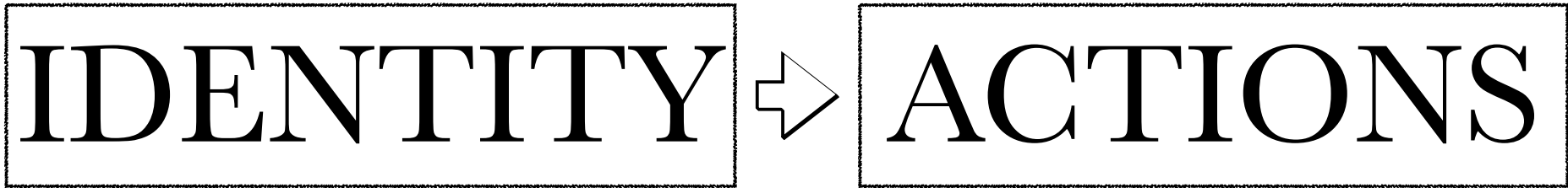
(I DO)

(I FEEL)

What Are You Known For?



What Are You Known For?



We Are... Therefore We Do





TRAVELERS 

**“...widespread use of
air-bags and seat belts
could save 10,000 lives a
year.”
~ NY Times, 1988**



CHRYSLER





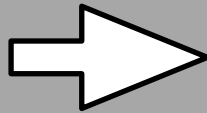
“Quality and safety – both customer and workplace – are foundational commitments, never compromised.”



Maternity Leave



APEX HOME LOANS





Full-time hourly and salaried employees are eligible for four (4) weeks of paid parental leave within three (3) months of the birth or adoption of a child



The Power of Company Pride

Published on April 13, 2017





Team Identity Examples

“We don't let a day go by until at least one sale has been made.”

- VP Sales

“We never miss a deadline.”

- Proposal Manager



Hello
I am

What Is Your Stand?

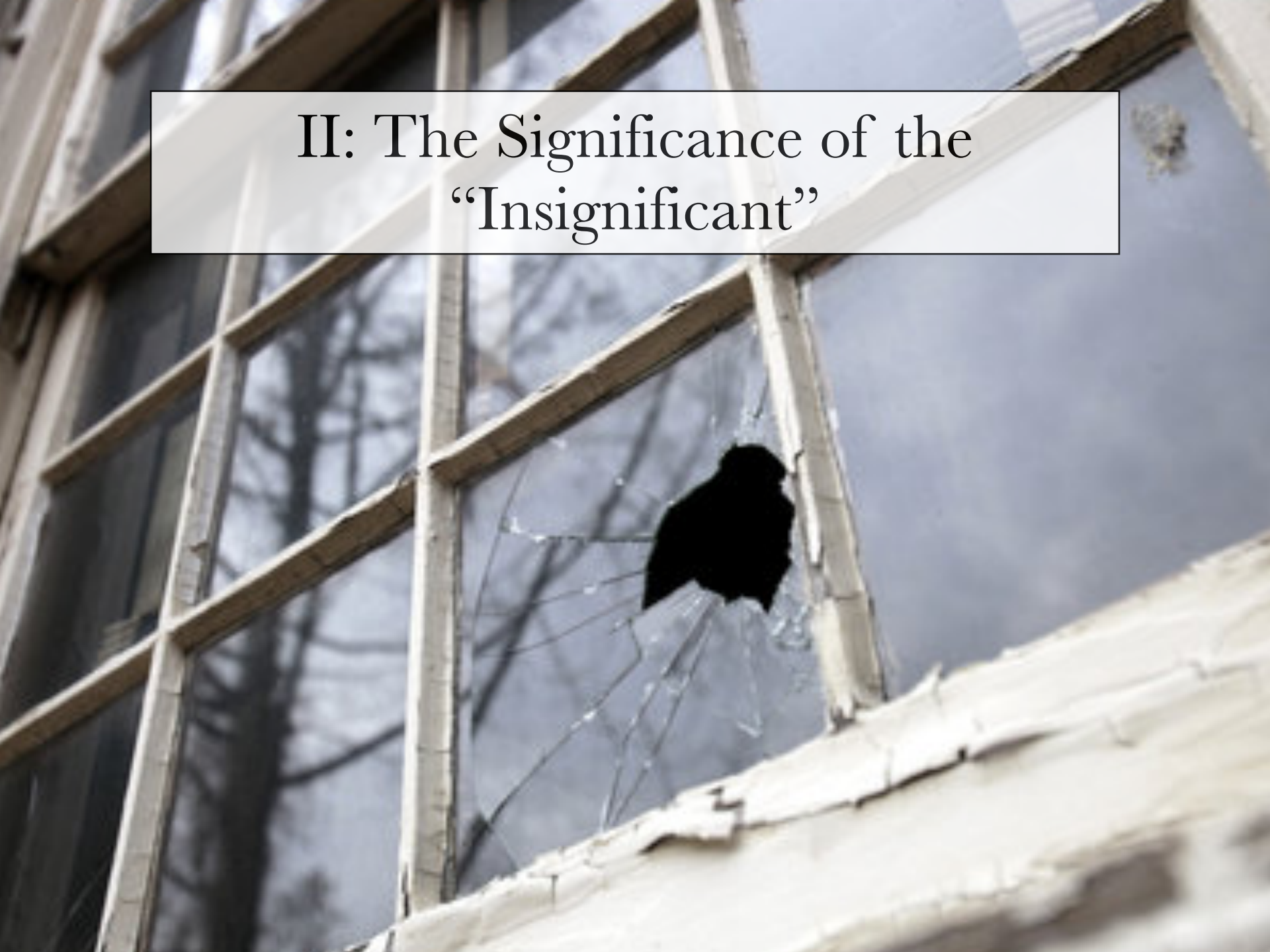




Take a Stand



II: The Significance of the “Insignificant”



Sept. 2009



Sept. 2013



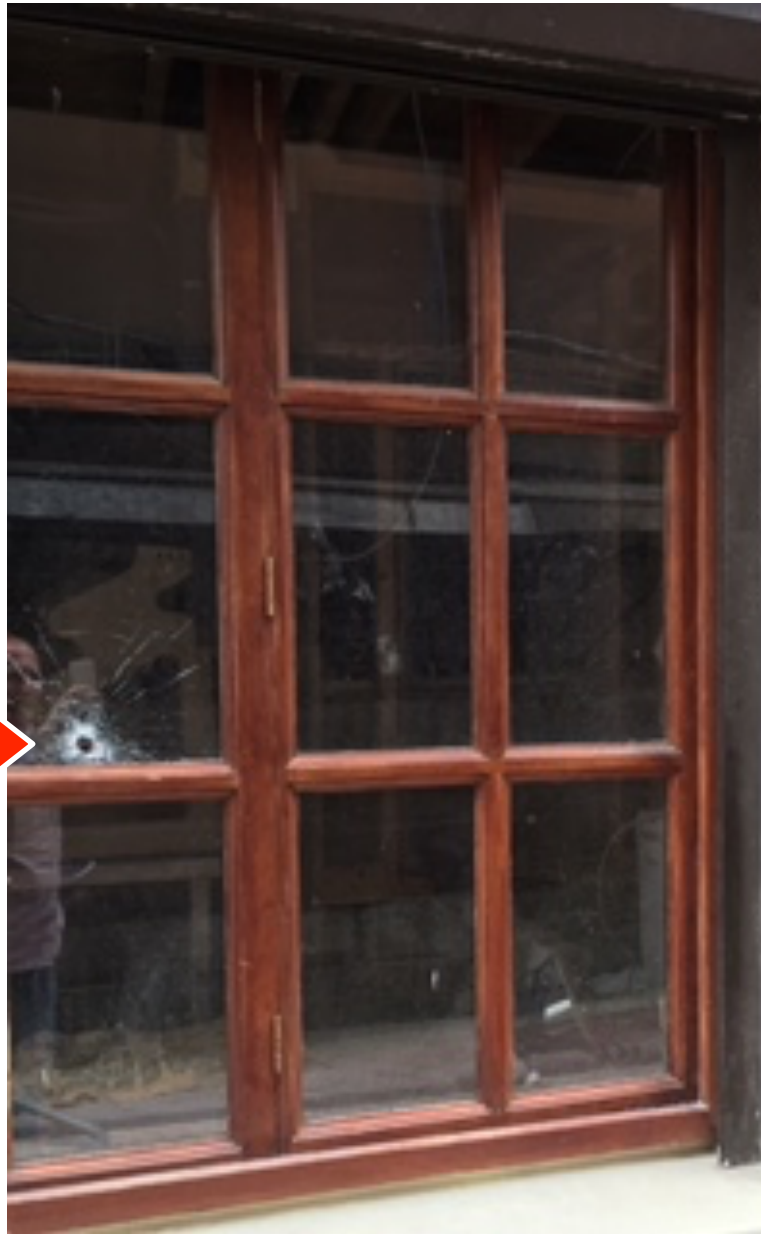
How Does It Get Like This?



Who Broke the Windows?







A Single Broken Window



Decreased Performance: Poor Management - Employee Relationships

- Us vs Them
- No Say in Decision Making
- Disrespected



Let's Solve This!





Are You Looking in the Right Places?



Staff Kitchen





Staff Kitchen



ATTENTION

***Your mother
doesn't work here.***

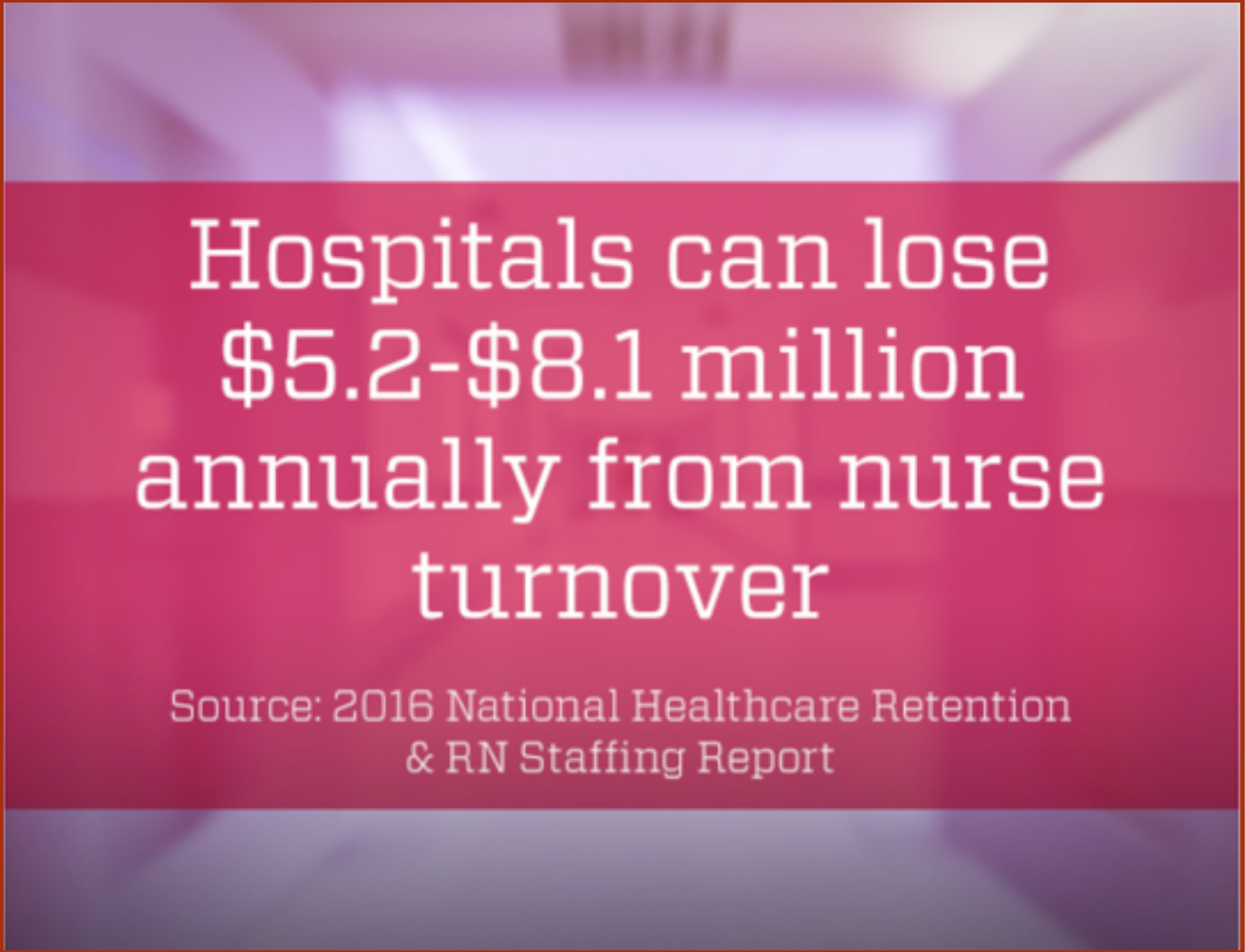
***Please clean up your
own mess!***

- Management



STAFF TURNOVER



A blurred photograph of a hospital hallway with a central light fixture and perspective lines of the floor and walls.

Hospitals can lose
\$5.2-\$8.1 million
annually from nurse
turnover

Source: 2016 National Healthcare Retention
& RN Staffing Report

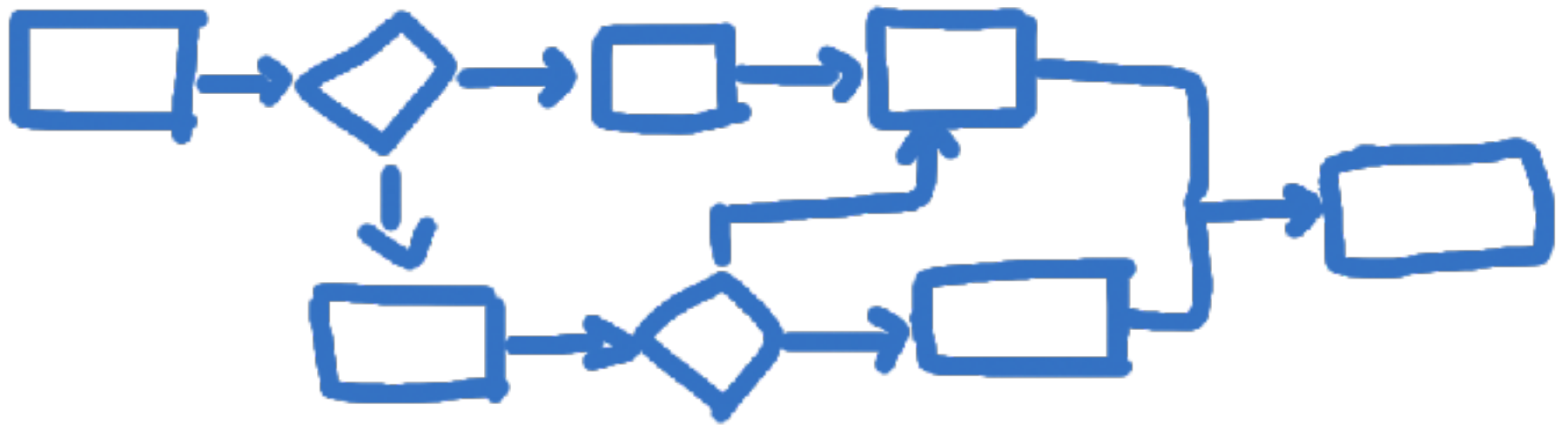


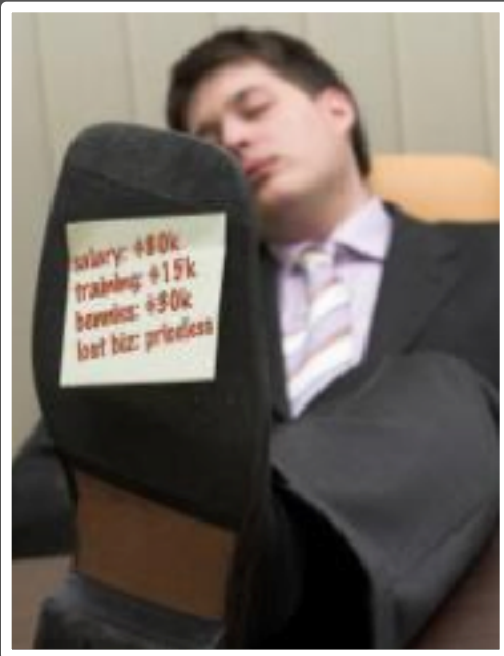
What Do You See?

WHAT
ARE
YOURS?

A dramatic scene of a large ship, possibly a cruise ship, engulfed in intense flames and thick black smoke. The fire is concentrated on the upper decks, with bright orange and yellow flames visible through the ship's structure. To the right, another part of the ship is visible, showing a dark hull and a small, glowing rectangular opening. The overall atmosphere is one of chaos and destruction.

**EMBRACE
THE CRAZY**





You don't elevate
the engagement
of these people;
you get rid of
them.



Here Comes “Dr. House”



Hospital
Administration

Co-Located Innovation Labs



U.S. DEPARTMENT OF VETERANS AFFAIRS, ROBLEY REX VA REPLACEMENT MEDICAL CENTER AND VBO OFFICE BUILDING

Identity: Healing with Honor





Significance...

In  of
Obstacles

Because of
Obstacles



Every person who wins in any
undertaking must be willing to burn
his ships and cut all sources of
retreat.

— *Napoleon Hill* —

AZ QUOTES



Life wasn't
meant to be
played safe.

It Was Always About This

**It Starts
With You**

**It's Not
About You**



Lead with Who You Are

Address What Others Ignore

Pursue What Others Wont

**BE
SIGNIFICANT**

Significance

Signed Copy
Available for
Purchase Today

Text for Your Free Resources:

- Chapter - Always a Choice
- Chapter - Addressing the Fear

Number: **44222**

Message: **MATTER17**

