



# The Sport of Collaborative Living... Which Position Are You Playing?

*The Physics of Collaboration:  
Engagement, connectivity, and leveraging of resources is an  
ever-changing environment; maximizing multiple  
points of view into a winning experience...  
leading to better design and delivery*

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*"Things work out best for those who make the best of how things work out.  
Don't let what you cannot do interfere with what you can do.  
Confidence comes from being prepared."*  
—John Wooden

*"It takes the whole team to win the game."*  
—Vince Lombardi

*"It isn't hard to be good from time to time is sports.  
What's tough is being good every day."*  
—Willie Mays



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### Sports Lessons to Learn from Football

- Sports stories have leadership and management lessons immediately translatable into life.
- Preparation, planning and course corrections are as typical as a coach sending in a new play.
- Practice is fundamental to be a champion—practicing the fundamentals is critical.
- Personal responsibility has a team be a team—each player embracing their accountabilities.
- Communicating the upcoming play is clear and concise—understood by all team mates.
- In pursuit of success, a team keeps what works with rigor and eliminates what doesn't.

### The Bottom Line

During any game, any player on any of the team's 4 squads can score to win the game AND/OR thwart its competitor's team from scoring. Everyone is Accountable for the Win.

<b>Football</b>	<b>Your Organization</b>
4 Squads Working over 4 Quarters  <b>Offensive</b> Move Effort Forward. Score Points <b>Defensive</b> Protect & Secure Opponent's Efforts. Cause Turnovers. <b>Special Team&gt; Receiving</b> Accept Delivery, Secure Field Position. <b>Special Teams&gt;Kicking</b> Relay Resources, Thwart Opponent's Field Position	
<b>Fundamental Behaviors</b> Role Responsibility & Flexibility Squad & Team Accountability Player Anticipates Repositioning Positive Attitude Even If Behind in Score Wiling to Use Skills to Games End	<b>Fundamental Behaviors</b>
<b>Vocabulary &amp; Messages</b> Code Phrases to Thwart Competition Fake Plays Coach Sideline Signals Hard Snap Count Penalties Scripted Actions	<b>Vocabulary &amp; Messages</b>



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<b>Game Distinctions</b>	<b>Your "Group"</b>	<b>TEAM</b>
<b>GOALS</b> (Specific Measurable Results Expected)		
<b>EQUIPMENT</b> (Resources)		
<b>FIELD OF PLAY</b> (Perimeters, Deadlines, Timeframes)		
<b>TEAM POSITIONS</b> (Responsibilities & Accountabilities)		
<b>PRACTICES &amp; PROTOCOLS</b> (Current & Future)		
<b>TRADITIONS &amp; SUPERSTITIONS</b> (Sacred Cows & Taboos)		
<b>OFFICIATING</b> (Agreements, Fouls, Policies & Procedures)		
<b>THE PLAY BOOK</b> (Strategic, Tactical, & Operational)		
<b>WHO IS COACHING</b> (What's Being Coached)		
<b>WHO IS OFFICIATING</b> (What Are They Looking For?)		
<b>AWARDS &amp; CHAMPIONSHIPS</b> (Winning Record)		
<b>FAN CULTURE</b> (Engagement Across Offices)		
<b>SPECIAL SKILLS NEEDED</b> (Above & Beyond Job Description)		

## Next 30 Days—60 Days—90 Days

### Commitments—Behaviors/Ways of Being—Agreements—Specific Measurable Results

When/What	Who	Language/Behaviors
<ul style="list-style-type: none"> <li>•</li> <li>•</li> <li>•</li> <li>•</li> <li>•</li> </ul>	<ul style="list-style-type: none"> <li>•</li> <li>•</li> <li>•</li> <li>•</li> <li>•</li> </ul>	<ul style="list-style-type: none"> <li>•</li> <li>•</li> <li>•</li> <li>•</li> <li>•</li> </ul>

#### Quotes

- *“Achievement is difficult. It requires enormous effort. Those who can work through the struggle are the ones who are going to be successful.”* —Jackie Joyner-Kersey
- *“A bad attitude is worse than a bad swing.”* —Payne Stewart
- *“Sometimes it just takes patience, one play at a time, moving towards the goal.”* —Janet Guthrie
- *“Anytime you want to, you can go out and pad your numbers, but to win, you have to have everybody around you playing great.”* —Bill Walton
- *“If you want to improve incrementally, be competitive. If you want to improve exponentially, be cooperative.”* —Anonymous
- *“The secret of winning football games is working as a team, less as individuals. I play not my eleven best, but my best eleven.”* —Knute Rockne
- *“A coach is someone who tells you what you don't want to hear, who has you see what you don't want to see, so you can be who you have always known you could be.”* —Tom Landry
- *“You don't get the breaks unless you play with the team instead of against it.”* —Lou Gehrig
- *“Unless you learn to manage the aftereffects of winning, the forces that led your team to the top will turn around and destroy you.”* —Pat Riley
- *“The key to consistency of performance is concentration. Each game, at the beginning of each play, I thought of it as the most important play of the year...as if the game depended in it.”* —Merlin Olsen

#### Books

- *Coach to Coach-Business Lessons from the Locker Room*, John Robinson
- *The Winner Within, A Life Plan for Team Players*, Pat Riley
- *They Call Me Coach*, John Wooden with Jack Tobin
- *Quiet Strength: The Principles, Practices and Priorities of a Winning Life*, Tony Dungy
- *The Meaning of Sports: Why Americans Watch Baseball, Football and Basketball and What They See When they Do*, Michael Mandelbaum
- *The Joy of Sports, End Zones, Bases, Baskets, Balls, and the Consecration of the American Spirit*, Michael Novak
- *The Last Word on Power, Executive Re-Invention for Leaders Who Must Make The Impossible Happen*, Tracy Goss

#### Movies

- Basketball— *Hoosiers, Hoop Dreams*
- Baseball— *Bull Durham, The Natural, The Pride of the Yankees, A League of Their Own*
- Football —*Friday Night Lights, Any Given Sunday, The Replacements, Rudy, Remember the Titans, Invincible*
- Hockey— *Miracle, Slap Shot, The Mighty Ducks, The Deadliest Season*

## Services, IT, and Research

To advance a vibrant commercial real estate industry through advocacy, influence and knowledge

**A collective noun** is a word that refers to a **set** or **group** of people: connected over time; for specific outcomes; with shared resources; and in ongoing communications.

### Groups of people working together

**Cast:** the actors in a certain movie or play

**Company:** a group of actors that usually perform together in different plays

**Crew:** all the working members on a ship or plane

**Platoon:** a group of soldiers being commanded by a lieutenant

**Staff:** the people who work in a company or place of work

**Team:** a group of individuals practicing and playing on the same side with the same objectives

### Groups of people volunteering for an association

**Ad Hoc**

**Board of Directors** **Committee** **Council**

**Task Force**

### Groups of people in general

**Gang:** group of organized criminals

**Crowd:** group of people, gathered together

**Mob:** large disorderly crowd

**Movement:** group of people with similar tendencies for political/musical/social factors affecting them

**Party:** group of political people that have been organized with an intention

**Throng:** busy group of people or animals

### Collective Nouns for Animals

<ul style="list-style-type: none"><li>• Alligators = congregation</li><li>• Ants = colony</li><li>• Apes = shrewdness</li><li>• Bees = swarm</li><li>• Buffalo = gang</li><li>• Butterflies = kaleidoscope</li><li>• Camels = caravan</li><li>• Caterpillars = army</li><li>• Cheetahs = coalition</li><li>• Cows = herd</li><li>• Dogs = pack</li><li>• Eagles = convocation</li><li>• Elephants = parade</li><li>• Elk = gang</li></ul>	<ul style="list-style-type: none"><li>• Fish = school</li><li>• Flamingos = flamboyance</li><li>• Frogs = army</li><li>• Geese = gaggle</li><li>• Giraffes = tower</li><li>• Goats = tribe or herd</li><li>• Gorillas = band</li><li>• Hippopotamuses = thunder</li><li>• Jaguars = shadow</li><li>• Kangaroos = troop</li><li>• Leopards = leap</li><li>• Lions = pride</li><li>• Monkeys = troop</li><li>• Mules = pack</li></ul>	<ul style="list-style-type: none"><li>• Otters = romp or family</li><li>• Pigs = team</li><li>• Porpoises = pod, school, herd</li><li>• Rabbits = colony or herd</li><li>• Rhinoceroses = crash</li><li>• Sharks = herd, frenzy, school</li><li>• Sheep = flock</li><li>• Swans = bevy, in flight-wedge</li><li>• Tigers = streak</li><li>• Turkeys = posse</li><li>• Wombats = wisdom</li><li>• Whales = pod, gam or herd</li><li>• Wolves = pack,</li><li>• Zebras = zeal</li></ul>
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