

TEAMWORK: The Team Member Handbook

Let's say you have a choice—

... Work for a winner, or be part of a mediocre outfit.

... Play on a championship team, or never even come close to making the playoffs.

... Grind away at a job where the group just never seems to click, or get a bang out of being in a high-powered unit that produces record-breaking results.

Odds are you'll choose the champions.

Winning is more fun. Job satisfaction climbs sharply when your team gives a “shoot the lights out” performance.

High performance teams are also safer. The people look out for each other. You're less likely to get hurt when your teammates are good at what they do. Jobs are more secure, too, because good results protect the people who produce them.

The players even get paid more—maybe in hard dollars, sometimes in “psychic income.” But whether you pocket more money or merely get more pleasure out of the game, it pays to play on a high performance team.

So how can you get a chance to work with a group like that?

Instead of changing teams, help change the team you're already on. And start with yourself.

If you really want to play on a championship team, or work with a high performance unit, you can't afford to be an ordinary performer. And you can't leave it all up to the leader. Teams that achieve very special results do so because their *members* are doing very special things. You and your teammates must take *personal responsibility* for overall team performance.

Just look at the head count. What's the ratio of team members to team leader? Probably something like 6, 10, or 20 to 1. The real leverage lies in the team members, simply because there are a lot more of you. To put it another way, there's strength in numbers.

The reality is this: You *do* have a choice. You and your teammates can choose to work the magic that moves your group beyond mediocrity and makes it a winner. Just follow the guidelines given here. You'll see your team achieve new standards of excellence in teamwork.