

TEAM MVP PROCESS

EXAMPLES





LMU BASKETBALL MVP PROCESS-CHAMPIONSHIP CULTURE

MISSION <i>Why We Are Here</i>	Take People To Places They Can't Take Themselves
VISION <i>What We Will Accomplish</i>	Prepared For Success After Basketball Graduate From LMU Prepared For Success In Pro Basketball (FUTURE) Win The National Championship (OUTCOME) Make The Postseason Win The WCC Win 20+ Games W.I.N The Moment
CORE PRINCIPLES <i>How We Will Behave</i>	Selfless It's "LM" U Connected Relationships B4 Championship Relentless Attack Everything
HOW WE EVALUATE <i>How We Will Prepare</i>	Well Conditioned Well Prepared Best Competitors Will Play
PROGRAM IDENTITY <i>How We Will Compete</i>	Defend, Rebound, Run

E+R=O	ABOVE THE LINE <i>Discipline Principle Winning</i>	BELOW THE LINE <i>Default Preference Losing</i>
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PERSON	<p>Lead = Make family, program, university proud with each decision and action you make.</p> <p>Trust = Speaking & acting with truth, open to building meaningful relationships, doing what you say you will do, when you say you will do it.</p> <p>Never give up = Embrace hard stuff that comes up, find joy in turning a tough situation into something great.</p> <p>Pro in everything = Take pride in all the small details; looking people in the eye, being present in meetings, gatherings, a self starter</p>	<p>Disrespect self/others by lying, cheating, drug use, language and taking the easy road.</p> <p>Telling lies, disconnect from others, not being a person of your word.</p> <p>Shuts down when things get tough, always looking for the easiest path.</p> <p>Drains energy because of lack of appreciation for details. People don't want to interact with you.</p>
STUDENT	<p>Organize = Does not miss class, create and follow academic calendar, turn in work on time, prepare for test prior to 2 days before.</p> <p>Good listener = Takes notes in class and ask questions. Does what they are asked to do.</p> <p>Respectful = Appreciates other people's time by being on time and takes advantage of help you have.</p> <p>Competes = Strives to get the very best they can in each class.</p>	<p>Misses class, no system for assignments, creates stress because of the last second approach.</p> <p>Does not interact with professors or tutors. Acts like they are forced to be there.</p> <p>Procrastinates and has an attitude when held accountable.</p> <p>Underachieves because of a lack of effort. I don't care approach</p>
PLAYER	<p>Coachable = Willing learner who wants the best brought out of them, strong body language.</p> <p>Communicates = Talks to teammates not about them. Understanding communication is protection.</p> <p>Sacrifice = Takes less, so team can have more (less minutes, points, rebounds, assist)</p>	<p>Fights truth and would rather things be done their way. Poor body language.</p> <p>Isolates themselves especially when things aren't going their way.</p> <p>Takes more, so team can have less (Take more losses).</p>

	<u>Consistent</u> = competes every day on every rep	Takes days and reps off.
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FAIRFIELD MEN'S LACROSSE MVP PROCESS

MISSION	Graduate From Fairfield University Win The NCAA Championship Win The CAA Championship Work to become the best version of yourself today	
VISION	Become the best version of yourself	
CORE PRINCIPLES	Selfless Commitment Relentless Effort Joy	
2021-2022 STAG MINDSETS	ONE - Only Need Everybody Present Moment Focus BTY - Better Than Yesterday	
FORS		
AGAINSTs		
PERSON	<ul style="list-style-type: none"> ● Say Please & Thank You ● Pick Up Trash ● Take Notes ● Present Moment Focus ● Next Play Mentality ● Be On Time ● Invest Into Relationships ● Communicate Proactively/Cleanly ● Energy Giver 	<ul style="list-style-type: none"> ● Being a Jerk ● Being Late ● Energy Vampire ● Dirty Communication
STUDENT	<ul style="list-style-type: none"> ● Present Moment Focus ● Take Notes ● Attend Every Class ● Turn In All Work 	<ul style="list-style-type: none"> ● Being a Jerk ● Not Going To Class
TEAMMATE	<ul style="list-style-type: none"> ● Present Moment Focus ● Physically and Mentally Conditioned ● Finish - Reps/Drills/Plays ● Big Body Language ● Run Hard at All Times ● Control What You Can Control ● Energy Giver 	<ul style="list-style-type: none"> ● Blaming ● Complaining ● Getting Defensive ● Focusing On What We Can Not Control



LSU SOFTBALL MVP PROCESS

T.I.G.E.R.S CHAMPIONSHIP CULTURE

MISSION	T.I.G.E.R.S for life	
VISION	T.I.G.E.R.S. For Life Graduate From LSU Win The NCAA Go To OKC Make, Host, Win a Super Make, Host, Win a Regional Win 45 Games Win The SEC Win The Series <u>W.I.N The Moment</u>	
CORE PRINCIPLES	Trust	Believe Our Process
	Integrity	Do What's Right
	Grit	Long Term Perseverance
	Energy	Bring The J.U.I.C.E.
	Relentless	Always The Attacker
	Selfless	<u>LS</u> U
E+R=O	ABOVE THE LINE	BELOW THE LINE
PERSON	<ul style="list-style-type: none"> • Be On Time • Do What's Right 	<ul style="list-style-type: none"> • Being Late
STUDENT	<ul style="list-style-type: none"> • Attend Every Class • Turn In All Work 	<ul style="list-style-type: none"> • Not Going To Class
PLAYER	<ul style="list-style-type: none"> • Run Hard at All Times • Control What You Can Control 	<ul style="list-style-type: none"> • Bad Body Language When Things Don't Go Your Way • Focusing On What We Can Not Control



Oklahoma Sooner Baseball Championship Culture "OB4U"

MISSION	Prepare you for success on and off the field for the rest of your life												
VISION	Prepare yOU for success in life. Graduate From OU Prepare Players For Success In Professional Baseball Win The National Championship Go To Omaha Host A Super Regional Host A Regional Win 40 Games Win The Big XII Tournament Win The Big XII Regular Season Win Every Series At Home Compete one pitch at a time Execute the best team player development process in college baseball												
CORE PRINCIPLES	<table style="width: 100%; border: none;"> <tr> <td style="width: 20%;"><u>B</u>ELIEF</td> <td>Confidence and trust that our process will bring results</td> </tr> <tr> <td><u>P</u>ROCESS</td> <td>Competing one pitch and one day at a time</td> </tr> <tr> <td><u>O</u>NE</td> <td>Present moment focus on the task at hand</td> </tr> <tr> <td><u>T</u>EAM</td> <td>TEAM first, TEAM last & O before U</td> </tr> <tr> <td><u>E</u>XCELLENCE</td> <td>Total commitment to being your best in all areas</td> </tr> <tr> <td><u>R</u>ELENTLESS</td> <td>Always aggressive and on the attack</td> </tr> </table>	<u>B</u>ELIEF	Confidence and trust that our process will bring results	<u>P</u>ROCESS	Competing one pitch and one day at a time	<u>O</u>NE	Present moment focus on the task at hand	<u>T</u>EAM	TEAM first, TEAM last & O before U	<u>E</u>XCELLENCE	Total commitment to being your best in all areas	<u>R</u>ELENTLESS	Always aggressive and on the attack
<u>B</u>ELIEF	Confidence and trust that our process will bring results												
<u>P</u>ROCESS	Competing one pitch and one day at a time												
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<u>T</u>EAM	TEAM first, TEAM last & O before U												
<u>E</u>XCELLENCE	Total commitment to being your best in all areas												
<u>R</u>ELENTLESS	Always aggressive and on the attack												
DEFINITION OF SUCCESS	Living our core principles on a daily basis so that we accomplish our vision and mission												

WHAT IT LOOKS LIKE TO LIVE A OB4U BOOMER LIFESTYLE

ACADEMICS	to class, sit in the first two rows, participate in class, and turn in all assignments d a relationship with your professor and utilize academic resources that are available duate in 3+ years, 5 year masters program
BASEBALL	mpionship caliber coaching staff with a proven track record of developing team players p hygiene, nutrition, strength and conditioning, mental conditioning, vision training Body management and accelerated recovery, leadership, and character development
COMMUNITY	the platform that you have been given to pay it forward in the community icipate in other OU student organizations and sponsored community service projects

THE 5 STEPS TO ESTABLISH & ENCHANCE A CHAMPIONSHIP CULTURE

1. Identify MVP Process
2. Define What The Core Principles Mean
3. Describe What The Core Principles Look Like In The 3 Key Areas
4. Asses How We Are Living The MVP
5. Create An Accelerated Team Player Development Program

THE 3Ps OF THE PROGRAM DEVELOPMENT PROCESS

- 1st **(People)** - Get The Right People In The Program (Coaches, Support Staff & Players)
- "We don't need the best players, we need the right players"
- 2nd **(Process)** - Develop Players In A System That Works
- 3rd **(Product)** - Be Champions On & Off The Field



VIRGINIA TECH BASEBALL MVP PROCESS & CHAMPIONSHIP CULTURE

MISSION	Build better people, students and players in Blacksburg	
VISION	Prepare You For Success In Life (P) Graduate From Virginia Tech (S) Prepare For Success in Professional Baseball (P) Win The National Championship Go To Omaha Make, Host, Win a Super Regional Make, Host, Win a Regional Win The ACC Tournament Win The ACC Win The Series Win This Pitch Build It Today	
CORE PRINCIPLES	Blue Collar Integrity Invested Brotherhood	Consistent work Live above the line Know It, Do It, OWN It Be a good teammate
BIIB ABOVE THE LINE		
BIIB BELOW THE LINE		
PERSON	<ul style="list-style-type: none"> • Be On Time • Do What's Right • Be a good person to others, talk to others 	<ul style="list-style-type: none"> • Disrespectful of others • Selfish and self serving behavior only • Talk about others • Blame, Complain, Defend (BCD)
STUDENT	<ul style="list-style-type: none"> • Go to class • Turn in all work • Do own work 	<ul style="list-style-type: none"> • Not go to class or being late • Cheating, lying stealing • Not turning in work
PLAYER	<ul style="list-style-type: none"> • Do more work than expected • Be a great teammate, Bring others with you • Compete one pitch at a time (Process) 	<ul style="list-style-type: none"> • Bad Body Language When Things Don't Go Your Way • Focus on uncontrollable and outcomes



TEXAS A&M BASEBALL MVP PROCESS & CULTURE

MISSION	To Help Each and Every Person within The Program Become The Very Best, Selfless Version of Themselves in All Areas of Their Life	
VISION	<p style="text-align: center;">Become The Very Best, Selfless Version of Yourself Prepare You For Success In Pro Baseball Graduate From TAMU Win The National Championship Go To Omaha Make, Host, Win A Super Regional Make, Host, Win A Regional Win The SEC Win The SEC West Win The Series Win The Game Win The Pitch RELLIS Today</p>	
CORE PRINCIPLES	R espect E xcellence L eadership L oyalty I ntegrity S elfless Service	Be A Great Teammate Best Version of Myself Set Example, Hold Teammates Accountable Team First, Team Last Above The Line Behavior To Whom Much Is Given, Much Is Expected
E+R=O	ABOVE THE LINE BEHAVIORS	BELOW THE LINE BEHAVIORS
PERSON	<ul style="list-style-type: none"> ● Be On Time ● Do What's Right ● Giving Your Best All The Time ● Establish Daily Routines 	<ul style="list-style-type: none"> ● Being Late ● Lie, Cheat, Dishonest ● Cutting Corners
STUDENT	<ul style="list-style-type: none"> ● Attend Every Class ● Turn In All Work ● Work To Get A Great Education 	<ul style="list-style-type: none"> ● Not Going To Class ● Not Turn In All Assigned Work ● Major In Minor Things
PLAYER	<ul style="list-style-type: none"> ● Run Hard at All Times ● Control What You Can Control ● Focus On The Process ● Compete One Pitch At A Time 	<ul style="list-style-type: none"> ● Bad Body Language ● Focus on Non Controlables ● Focus on Outcomes



OREGON BASEBALL

MVP PROCESS & CHAMPIONSHIP CULTURE

MISSION	Develop You To Become The Best Version of Yourself	
VISION	<p>Continue to Work The P.R.O.C.E.S.S Graduate From The University of Oregon Prepare You For Success in Professional Baseball Win The National Championship Go To Omaha Make, Host, Win a Super Regional Make, Host, Win a Regional Win The PAC Tournament Win The PAC Win 40 Games Win The State Win The Series Win Today Win This Pitch</p> <p>Work The P.R.O.C.E.S.S</p>	
CORE PRINCIPLES	Preparation	It Takes What It Takes
	Relationships	Transformational Trust
	Ownership	Accountable For Self and Others
	Compete	You Compete, You Win
	Energy & Effort	The Controlables
	Substance	White Shirt Mentality, Earn It
	Standards	The Way You Do Anything Is The Way You Do Everything
<div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <p>ABOVE THE LINE BEHAVIOR</p> <p><i>"What It Looks Like"</i></p> <p><i>Winning - Intentional - Disciplined</i></p> </div> <div style="width: 45%;"> <p>BELOW THE LINE BEHAVIOR</p> <p><i>"Not What It Looks Like"</i></p> <p><i>Losing - Not Intentional - Lazy</i></p> </div> </div>		
PERSON	<ul style="list-style-type: none"> ● Be On Time ● Do Things Right ● Treat Others With Kindness, Understanding and Respect ● NO BCD (Blaming, Complaining/Complacency, Getting Defensive) 	<ul style="list-style-type: none"> ● Being Late ● Doing Things Wrong ● Lacking Integrity and Respect ● BCD (Blaming, Complaining/Complacency, Getting Defensive)
STUDENT	<ul style="list-style-type: none"> ● Attend Every Class ● Turn In All Work On Time ● Take Ownership Of Your Work ● Graduate In less than 4 years 	<ul style="list-style-type: none"> ● Missing Class ● Procrastinating ● Cheating ● Not Doing What It Takes To Graduate
PLAYER	<ul style="list-style-type: none"> ● Growth Mindset ● Control What You Can Control ● Great Teammate - Focused on We > Me ● Great Competitor - Win Each Pitch 	<ul style="list-style-type: none"> ● Fixed Mindset ● Focusing on Uncontrollables - The Noise ● Bad Teammate - Selfish ● Bad Competitor - No Desire To Win Each Pitch



SMU Football Championship Culture & MVP Process

MISSION	Prepare you for success on and off the field for the rest of your life
VISION	Execute all training sessions to our standard which is best Win The Opener Win The Metroplex Win The West Win Conference Win A Bowl Game Win a National Championship
CORE PRINCIPLES	ACCOUNTABILITY: We do what we say we will do ENERGY & WORK ETHIC: We compete in everything we do PHYSICAL & MENTAL TOUGHNESS: We are at our best every play and overcome all adversity FAMILY: We always put the team first INTEGRITY: We do what's right at all times CONFIDENCE, BELIEF & FAITH: We trust that our process will bring results
THE PONYUP CREED	We are ACCOUNTABLE to each other and do what we say we will do We have the ENERGY & WORK ETHIC to compete in everything we do We are PHYSICALLY & MENTALLY TOUGH , at our best every play and overcome all adversity We are a FAMILY that always puts the team first We live with INTEGRITY to do what's right at all times We have CONFIDENCE, BELIEF & FAITH that our process will bring results We are a band of ONE PLAY WARRIORS We are SMU
DEFINITION OF SUCCESS	Living our core principles and motto on a daily basis so that we accomplish our vision and mission
3 STEP PLAN TO WIN	(1) Prepare daily with a purpose (2) Great competitive effort with technique (3) Commitment to our standard which is best

WHAT IT LOOKS LIKE TO LIVE A #PonyUpTempo LIFESTYLE

WHEEL #1 ACADEMICS	<ul style="list-style-type: none"> Go to class, sit in the first two rows, participate in class, and turn in all assignments Build a relationship with your professor and utilize academic resources that are available
WHEEL #2 SOCIAL	<ul style="list-style-type: none"> Use the platform that you have been given to pay it forward in the community Participate in other SMU student organizations and SMU sponsored community service projects
WHEEL #3 SPIRITUAL	<ul style="list-style-type: none"> Take advantage of the opportunities to grow yourself spiritually Voluntary team chapel with Pastor Joe Martin, Steve Stigall, and player led team study groups
WHEEL #4 FOOTBALL	<ul style="list-style-type: none"> Championship caliber coaching staff with a proven track record of developing players for the NFL Accelerated player development system Sleep hygiene, nutrition, strength and conditioning, mental conditioning, vision training Athletic body management and accelerated recovery, leadership, and character development

SMU FOOTBALL MVP PROCESS

MISSION

Prepare you for success on and off the field for the rest of your life

VISION

Win The Opener
Win The Metroplex
Win The West
Win The Conference
Win The Bowl Game
Win The National Championship
Execute All Training Sessions To
Our STANDARD which is BEST

CORE PRINCIPLES

ACCOUNTABILITY: We do what we say we will do
ENERGY & WORK ETHIC: We compete in everything we do
PHYSICAL & MENTAL TOUGHNESS: We are at our best every play and overcome all adversity
FAMILY: We always put the team first
INTEGRITY: We do what's right at all times
CONFIDENCE, BELIEF, & FAITH: We trust that our process will bring results

CREED

WE ARE **ACCOUNTABLE** TO EACH OTHER AND DO WHAT WE SAY WE WILL DO
WE HAVE THE **ENERGY & WORK ETHIC** TO COMPETE IN EVERYTHING WE DO
WE ARE **PHYSICALLY & MENTALLY TOUGH**, AT OUR BEST EVERY PLAY, AND OVERCOME ALL ADVERSITY
WE ARE A **FAMILY** THAT ALWAYS PUTS THE TEAM FIRST
WE LIVE WITH **INTEGRITY** TO DO WHAT'S RIGHT AT ALL TIMES
WE HAVE **CONFIDENCE, BELIEF & FAITH** THAT OUR PROCESS WILL BRING RESULTS
WE ARE A BAND OF **ONE PLAY WARRIORS... WE ARE SMU!**

DEFINITION OF SUCCESS

Living our core principles and motto on a daily basis so that we accomplish our vision and mission

3 STEP PLAN TO WIN

- (1) Prepare daily with a purpose
- (2) Great competitive effort with technique
- (3) Commitment to our standard which is best

WHAT IT LOOKS LIKE TO LIVE A #PONYUPTEMPO LIFESTYLE

WHEEL #1 ACADEMICS

Go to class, sit in the first two rows, participate in class, and turn in all assignments
Build a relationship with your professor and utilize academic resources that are available
Use the platform that you have been given to pay it forward in the community
Participate in SMU student organizations and SMU sponsored community service projects

WHEEL #2 SOCIAL

WHEEL #3 SPIRITUAL

Take advantage of the opportunities to grow yourself spiritually
Voluntary team chapel and player led study groups

WHEEL #4 FOOTBALL

Championship caliber coaching staff with a proven track record of developing NFL players
Accelerated player development system:

Sleep, hygiene, nutrition, strength and conditioning, mental conditioning, vision training
Athletic body management and accelerated recovery, leadership, and character development



FSU SOFTBALL CHAMPIONSHIP CULTURE

MISSION	G ive your A ll to the T eam E veryday	
VISION	Graduate From FSU Win The National Championship Play For The National Championship Go To OKC Host A Super Regional Host A Regional Win The ACC Tournament Win 40+ Games Win The ACC Regular Season Win Every ACC Series GATE - Give your All to the Team Everyday	
CORE VALUES	F amily S mart A ggressive C ompetitive C ommitted	FS Before U The Game within the Game Attack W.I.N. All In
E+R=O	<u>ABOVE THE LINE BEHAVIOR</u>	<u>BELOW THE LINE BEHAVIOR</u>
	THAT'S NOLE	THAT'S NOT NOLE
PERSON	<ul style="list-style-type: none"> Be engaged and be where your feet are Do what you say you will do and do what's right Talk to people not about them No BCD - blaming, complaining, getting defensive Be a good communicator (listening, speaking, feeling) Focusing on controlling what you can control 	<ul style="list-style-type: none"> Blaming, complaining & getting defensive Lying, cheating, stealing
STUDENT	<ul style="list-style-type: none"> Go to all classes + tutors (Unless communicated + approved) Do you own work Turn in all assignments on time Be prepared, engaged and attentive 	<ul style="list-style-type: none"> Missing class, tutors Not having a detailed plan and schedule for the day Not turning in all assignments on time Failing a class
PLAYER	<ul style="list-style-type: none"> Doing your ONE more Separate at the GATE Have a focus and a plan for the day COMPETE one pitch at a time Trust and execute the game plan Take care of the body that takes care of you 	<ul style="list-style-type: none"> Cutting corners or not doing all of your reps Blaming, complaining & getting defensive Not living FSACC Not being physically, mentally and emotionally ready to compete

THE SEMINOLE SOFTBALL CREED	We are a FAMILY that puts FS before U We are SMART and understand the game within the game We are AGGRESSIVE and always on the attack We are COMPETITIVE and focus on what's important now We are COMMITTED and are all in all the time We are FSU Softball, We Are Seminoles
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CORPORATE MVP PROCESS

EXAMPLES





MVP PROCESS & CHAMPIONSHIP CULTURE

MISSION	Be a fitness community that unleashes epic hidden potential and impacts the world	
VISION	<p style="text-align: center;"> \$1M Charitable Donation Impacting health/fitness of USA #1 Gym in Texas #1 Gym in Dallas 10 Owned Gyms 10 Managed Gyms 100 Personal Trainers 25k Members 10k App Users 25k 5 Star Google Reviews 1M Followers on Social Media Platforms Transform Over 500 Lives In The Next 5 Years Club Industry Cover Story Expansive Merchandise Business Formalized Prototype Equipment Relationships Professional Athlete Sponsorship Top Tier Brand Building Location: <i>ex</i> (DFW Airport, Victory Park, Ballpark, Major Mall, Major Hotel) Top Tier External Sponsorship: Cowboys, Rangers, Stars, Mavericks Top Tier Internal Sponsorship: Monster, Red Bull, Michelob, Nike, No Bull Unleashes epic hidden potential today </p>	
CORE PRINCIPLES	<p>Work Ethic</p> <p>Education</p> <p>Confidence</p> <p>Energy</p> <p>Philanthropy</p> <p>Integrity</p> <p>Community</p>	<p>It takes what it takes</p> <p>Science proven, passes the reality test</p> <p>Belief that I can be, do and have anything with time and training</p> <p>Finding fun and enjoyment in the work</p> <p>To whom much is given, much is expected</p> <p>Doing what's right and doing what we say we will do</p> <p>Building a connected, welcoming and supportive environment</p>
ABOVE THE LINE BELOW THE LINE		
PERSON	<ul style="list-style-type: none"> • Be on time and bring the juice 	<ul style="list-style-type: none"> • Being Late
GYM	<ul style="list-style-type: none"> • Personal and Caring Feel 	<ul style="list-style-type: none"> • Disorganized
COMPANY	<ul style="list-style-type: none"> • Reputation for being an amazing place to work 	<ul style="list-style-type: none"> • Bad Body Language When Things Don't Go Your Way • Focus On What We Can Not Control



PEACHTREE
GROUP

2023 PEACHTREE CAPITAL MARKETS “PCM” MVP PROCESS & CULTURE

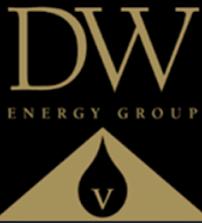
MISSION	Raise Capital and Serve Investors	
VISION <i>What We Want To Accomplish</i> TEAM GOALS	<p>PEACHTREE For Life \$10.5B+ EUM (2027) Streamline BD Operations and IR Identify 2023 Road Shows & Conferences Recognized Name In Hospitality & Commercial RE Space (How Measured) Raise \$500MM+ Per Year \$2.5B EUM (Equity Under Management) Sustainable Organization For Long Term Growth</p> <p>PEACHTREE Today</p>	
CORE PRINCIPLES <i>How We Do What We Do</i>	P layer Led E xcellence A ttitude C haracter H onesty T rust R esponse-Ability E nergy E ffort	<p>Ownership of Results & Help Eachother Out Better Today Than Yesterday “Good” Growth Mindset Do What’s Right Speak The Truth Develop The 6Cs (1) Connection (2) Character (3) Consistency E+R=O (4) Competence (5) Communication (6) Courage Invested In EMMS It Takes What It Takes</p>
<div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <p>ABOVE THE LINE BEHAVIOR <i>Winning / Disciplined / Intentional</i> <i>“What It Looks Like”</i></p> </div> <div style="width: 45%;"> <p>BELOW THE LINE BEHAVIOR <i>Losing / Undisciplined / Unintentional</i> <i>“What It Doesn’t Look Like”</i></p> </div> </div>		
PHG TEAM MEMBER BEHAVIORS	<ul style="list-style-type: none"> ● Talk To People, Not About Them ● Look For Solutions ● NO BCD ● Coachable ● Intentionally Lives PEACHTREE ● Focus on Controlables ● Seeks Discomfort & Growth ● Creates Transformational Relationships 	<ul style="list-style-type: none"> ● Talk About People vs. Too Them ● Focus On Problems ● BCD ● Not Coachable ● Does Not Intentionally Live PEACHTREE ● Focus on Non Controlables ● Avoids Discomfort & Growth ● Creates Transactional Relationships



FUNDRAISING UNIVERSITY MVP PROCESS & CULTURE

MOTTO	Dream Big, Raise More	
MISSION "Why"	Raise the most amount of money, in the least amount of time, with the least amount of interference, to support coaches, in enhancing student athlete experience and life-skill development	
VISION "What"	200M Annual Gross Sales (\$20M) 1M In Gross Sales For Per Territory / (Avg. \$516K) 200 Territories (Critical Mass Realized) / (40) 90% Resign Rate \$200 Profit Per Student Raised 30/25 Units Per Student Selling Expectation(Consumable/Discount) 4 Number of Groups Signed Per Week 5 Number of Presentations Given Per Day / 20 Per Week 5 Schools Visited Per Day / 20 Per Week Mastery of The Fundraising U Certification Processes (Action Selling, Blitz, Business Opps) Commitment To Getting 1% Better (14:24)	
CORE PRINCIPLES "How"	Competitive - Find a way, not an excuse Empathetic - Experiencing what others are experiencing Organized - Be Intentional, have a plan and stick to it Self Starter - Ownership of behaviors and results Teachable / Coachable - Commitment to learning and getting 1% better	
	ABOVE THE LINE BEHAVIORS	BELOW THE LINE BEHAVIORS
FRANCHISEE	<ul style="list-style-type: none"> ● In Schools 30 Min Before/After School Starts ● Weekly Submitted "Call Strategy / Score" ● Completed Weekly, Monthly, Qtrly, Bi-Annual Scorecard Call ● Empathy for Student and Coach Experience ● Being a Fundraising U Team Player ● Following the Blitz System ● Win the Day ● 	<ul style="list-style-type: none"> ● Being Late ● Not Bringing Energy ● Not Being Consistent ● Integrity of the Chain of Command ● Skipping Steps in the Blitz System ● Not Following Through
SUPPORT	<ul style="list-style-type: none"> ● Availability of Support System ● Product Innovation and Development ● Building Relationships with Team Members 	<ul style="list-style-type: none"> ● Not Following Through ● Integrity of the Chain of Command

Culture by definition is a set beliefs that drive behaviors that produce an results



THE DW ENERGY GROUP MVP PROCESS

MISSION

PROVIDE QUALIFIED INVESTORS LONG TERM MONTHLY INCOME, AGGRESSIVE TAX BENEFITS AND AID IN US OIL AND GAS INDEPENDENCE

VISION

1. GROW OUR HUMAN CAPITAL
2. ESTABLISH AND ENHANCE OUR CHAMPIONSHIP CULTURE & MVP PROCESS
3. HAVE A CLEAR BUSINESS MODEL AND PROCESSES FOR SUCCESS
4. CREATE SUCCESSFUL RELATIONSHIPS WITH OUR PARTNERS
5. COMMUNICATE CLEARLY WITH OUR PARTNERS ABOUT THEIR INVESTMENTS
6. EXPAND OUR CLIENT BASE BY 5-10 NEW PARTNERS PER MONTH
7. AVERAGE 1-1.5 MILLION IN MONTHLY PARTNERSHIP SALES
8. BE THE PREMIER CHOICE OF OIL AND GAS INVESTORS

PRINCIPLES

DEDICATED RELATIONSHIPS

CLIENTS FOR LIFE

DISCIPLINED WORK HABITS

CONSISTENTLY, FOCUSED, EFFICIENT AND EFFECTIVE EFFORT

TEAMWORK

TOGETHER WE ARE STRONGER

HONESTY & INTEGRITY

DO WHAT'S RIGHT AT ALL TIMES

CLEAR COMMUNICATION

BE CLEAR, BE CONCISE

PROFESSIONALISM

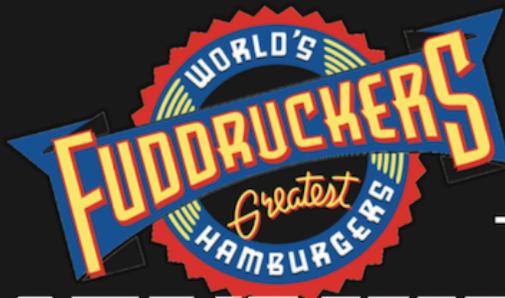
WORLD CLASS AND CONSISTENT IN ALL WE DO

GROWTH

CONSTANT AND NEVER ENDING IMPROVEMENT

ACCOUNTABILITY

DO WHAT YOU SAY YOU WILL DO



THE STAIRWAY TO BURGER HEAVEN CHAMPIONSHIP ★ ★ CULTURE ★ ★

FOCUS

- ★ One burger at a time, one guest at a time

COURAGE

- ★ Do what you should do, before what you want to do

COMMITMENT

- ★ All in all the time

PRIDE

- ★ Personal Responsibility In Daily Excellence

PASSION

- ★ A sense of urgency to be positive & achieve greatness

SERVICE

- ★ Exceptional people serving exceptional people

TEAMWORK

- ★ Together Everyone Achieves More





THE FUDDRUCKERS STAIRWAY TO BURGER HEAVEN

**8. Increase Restaurant
Operating Profit**

7. Increase Sales By 5%

**6. Hot Food Is Good Food -
Ticket Times Under 10 Min**

**5. Upsell, Increase Impact and
Increase Income**

4. Cleanest Restaurants In The World

**3. 3R's of Restaurant Renewal - ReEnergize,
Renovate, Remodel**

**2. Establish and Enhance Your Championship Culture
(FCCPPST - Focus, Courage, Commitment, Pride,
Passion, Service, Teamwork)**

1. Grow Your Human Capital

EDUCATION MVP PROCESS

EXAMPLES





CHIEF JOSEPH MIDDLE SCHOOL CHAMPIONSHIP CULTURE - MVP PROCESS

MISSION	Empower all staff and students to achieve success, no exceptions. (Gravestone)											
VISION & SCHOOL IMPROVEMENT PLAN/GOALS	VISION: Better Today Than Yesterday, Better Tomorrow Than Today GOALS: <ul style="list-style-type: none"> ● Increase In Graduation Rates From CJMS ● Increase Proficiency in Reading, Writing and Math ● Increase Attendance + Decrease Behavior Referrals 											
CORE VALUES	<table style="width: 100%; border: none;"> <tr> <td style="width: 50%;">Culture</td> <td>Beliefs Drive Behavior</td> </tr> <tr> <td>Hard Working</td> <td>Whatever It Takes</td> </tr> <tr> <td>Integrity</td> <td>Do What's Right</td> </tr> <tr> <td>Energy</td> <td>Positive Energy Giver</td> </tr> <tr> <td>Fun</td> <td>Enjoy The Journey</td> </tr> </table>		Culture	Beliefs Drive Behavior	Hard Working	Whatever It Takes	Integrity	Do What's Right	Energy	Positive Energy Giver	Fun	Enjoy The Journey
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PERSON	<ul style="list-style-type: none"> ● Be On Time ● Do What's Right 	<ul style="list-style-type: none"> ● TBD 										
STUDENT	<ul style="list-style-type: none"> ● TBD 	<ul style="list-style-type: none"> ● TBD 										
STAFF	<ul style="list-style-type: none"> ● Collaborate with each other ● Respect one another ● Communicate positively ● Believe in all students ● Maintain a safe, supportive learning community 	<ul style="list-style-type: none"> ● TBD 										



ST. JOSEPH HIGH SCHOOL CHAMPIONSHIP CULTURE & MVP PROCESS

MISSION <i>Why</i>	Develop BEARS to Reach Their Potential through Educational Athletics
VISION <i>What</i>	<ul style="list-style-type: none"> ● Execute Elite Training Sessions ● Increase Participation Numbers ● Compete For & Win Conference Championships ● Compete For & Win MHSAA Tournaments ● Achieve Academic All State ● Participate in Community Service
CORE PRINCIPLES <i>How</i>	<p><u>B</u>elief: Confidence based on preparation</p> <p><u>E</u>ffort: 100% Effort, 100% of the Time</p> <p><u>A</u>ccountability: We do what we say we will do.</p> <p><u>R</u>espect: Treat others how they want to be treated.</p> <p><u>S</u>elfless: WE before ME</p>



**WHAT IT LOOKS LIKE TO LIVE
B.E.A.R.S.
ABOVE THE LINE BEHAVIORS**

**WHAT IT DOESN'T LOOK LIKE
TO LIVE B.E.A.R.S.
BELOW THE LINE BEHAVIORS**

PERSON

- Be On Time
- Do What's Right
- Do What You Say You Will Do
- Accept Response-Ability - E+R=O "Good"
- Team First - We Before Me
- Volunteer and give back
- Have a higher purpose than self
- Do More Than Expected

- Late to class/practice
- Making choices that are below the line
- Behaving below the line
- Being selfish and putting yourself before team
- Showing disrespect to others

STUDENT

- Do your own work
- Turn work in on time
- 3.0 GPA or higher
- Participate in Class
- Be organized for class
- Be a leader in the classroom

- Not turning in assignments
- Turning in assignments late
- Not engaged in class
- Plagiarism, cheating
- Not giving your best effort

ATHLETE

- Be a good teammate
- Lead by example
- Winning and Learning
- Win with grace and lose with dignity
- Be present in training sessions
- Respect your opponent, the officials, and your environment. #sweepthesheds

- Bad Body Language when faced with adversity
- Focusing on the outcome
- Not believing in your coach/team
- Making excuses
- Putting me before we
- Showing poor sportsmanship

COACH

- Professional Development
- Control your "response"
- Prepare for elite training sessions
- Turns in all requests from athletic dept on time
- Be a model of living BEARS
- Holds self, staff and athletes accountable

- Late with administrative tasks (roster, uniforms)
- Unprepared for practices and/or games
- Lack of motivation and energy (Have to attitude)
- Points the finger for losses
- Displays unsportsmanlike behavior

THE PERFORMANCE PATHWAY



WILDCATS CHAMPIONSHIP CULTURE & MVP PROCESS

<u>MISSION</u>	The Libertyville High School Athletic PROGRAM will promote the DARING mission of District 128 by providing our student-athletes the opportunities to reach their potential as responsible and productive citizens. This is accomplished by fostering a culture of success with an emphasis on academic, athletic, social and personal development.	
<u>VISION</u>	The Libertyville High School Athletic PROGRAM will be nationally recognized for excellence in the classroom, in competition and in the community by doing things better than before.	
<u>CORE PRINCIPLES</u>	<u>CORE PRINCIPLES</u>	<u>WILDCAT WAY</u>
	PASSION	<p><i>Expressing intensity and enthusiasm for team and sport.</i></p> <p>Wildcats will demonstrate their passion by expressing intensity and enthusiasm for team and sport. Wildcats will demonstrate a love for Libertyville High School and will compete and practice with boundless energy and eagerness. Wildcats will make a full commitment to learn, develop, and compete at the highest levels. Wildcats are part of The PROGRAM and will honor those who came before us by always working to be the best we can become.</p>
	RESPECT	<p><i>Constant pursuit of always doing what is right regardless of the arena.</i></p> <p>Great programs revolve around self-respect and respect for others. Wildcats will earn respect through their work and choices. Wildcats will demonstrate respect through their actions for themselves, their teammates, their school, their family, their community, their opponents and for the game. Wildcats will respect, trust, and invest in the process for team and individual growth and development.</p>
	ONE	<p><i>Team. Teammate. Self.</i></p> <p>Wildcats will understand it is all about their team, their teammates and not about themselves. Wildcats will work for each other in order to bring out the best in each other. Wildcats will understand that their team cannot be their best unless each individual is at their best, and the only way to do that is to help the others be their best. Wildcats will make decisions for the betterment of themselves and the team. Wildcats will understand that "teamwork teams" are the ones always left standing in the end.</p>
		<p><i>Demonstrating resilience by overcoming adversity, pushing through obstacles, and embracing the opportunity to grow.</i></p> <p>Wildcats will demonstrate a relentless pursuit of excellence and will sustain excellence through constant growth and</p>

<p style="text-align: center;">GRIT</p>	<p>continuous improvement. Wildcats will demonstrate grit and toughness as we work to overcome adversity and obstacles. Wildcats will set ever higher goals and believe in the constant pursuit of becoming the best we are capable of becoming.</p>
<p style="text-align: center;">RELIABLE</p>	<p><i>Demonstrating through our actions that we are trustworthy and can be counted on to do what we are supposed to do.</i></p> <p>Wildcats will do their job to the best of their ability every time, every day, so that everyone else can do their job. Wildcats will create a culture of trust and reliability, through their words and actions. Wildcats will be counted on every time and will bring positive energy and effort every day.</p>
<p style="text-align: center;">ACCOUNTABLE</p>	<p><i>Being responsible for our own words and actions. We are willing to hold all members of the program to their best version of themselves.</i></p> <p>Wildcats will make a personal commitment to deliberately take ownership of their actions. Wildcats will take ownership of all that they do and all that they say, regardless of the circumstances. Wildcats will be accountable to their teammates; for themselves, their role, and their improvement; to The PROGRAM; for the results; and for carrying out and policing a culture of accountability.</p>
<p style="text-align: center;">MINDFUL</p>	<p><i>Manifesting a heightened awareness of others and ourselves through our words and actions. Controlling the controllables, and allowing ourselves to let go of the things we cannot control.</i></p> <p>Wildcats will have an amplified awareness and acceptance of internal and external stimuli that allow them to devote attention and energy to their athletic performances. Wildcats will demonstrate a non-judgmental present-moment awareness, to enhance their concentration to improve their performances. Wildcats will know that being mindful will also intensify their enjoyment for their sport.</p>

ABOVE THE LINE BEHAVIOR WHAT IT LOOKS LIKE		BELOW THE LINE BEHAVIOR WHAT IT LOOKS LIKE	
PERSON	<ul style="list-style-type: none"> ● Be On Time ● Do What's Right ● Do What You Say You Will Do ● Accept Response-Ability - E+R=O "Good" ● Volunteer and give back 	<ul style="list-style-type: none"> ● Late to class/practice ● Making choices that are below the line ● Behaving below the line ● Being selfish and putting yourself before team ● Showing disrespect to others 	
STUDENT	<ul style="list-style-type: none"> ● Do your own work ● Turn work in on time ● 3.0 GPA or higher ● Participate in Class ● Keeping a planner and being organized 	<ul style="list-style-type: none"> ● Not turning in assignments ● Turning in assignments late ● Not engaged in class ● Plagiarism, cheating ● Not keeping a planner or valuing your time 	
ATHLETE	<ul style="list-style-type: none"> ● Be a good teammate ● Win with grace and lose with dignity ● Team First - WeB4Me ● Show up on time and prepared to improve 	<ul style="list-style-type: none"> ● Bad Body Language when faced with adversity ● Putting me before we ● Showing poor sportsmanship 	
COACH	<ul style="list-style-type: none"> ● Participate in coach education each year ● Take pride in our facilities by sweeping the sheds ● Prepared for running a quality practice everyday ● Turn in all requests from athletic dept on time ● Be a model of living the PROGRAM way of life ● Hold self, staff and athletes to the standard ● NO BCD 	<ul style="list-style-type: none"> ● Late with administrative tasks (roster, uniforms) ● Unprepared for practices and/or games ● No desire to grow ● Lack of motivation and energy (Have-to attitude) ● Points the finger for losses/below line behavior ● Displays unsportsmanlike behavior ● BCD 	